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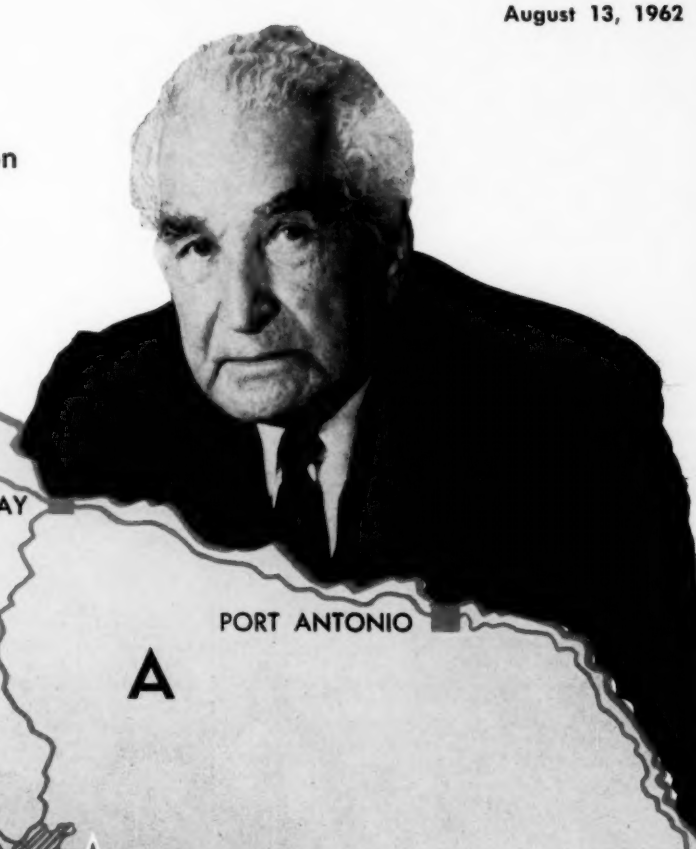
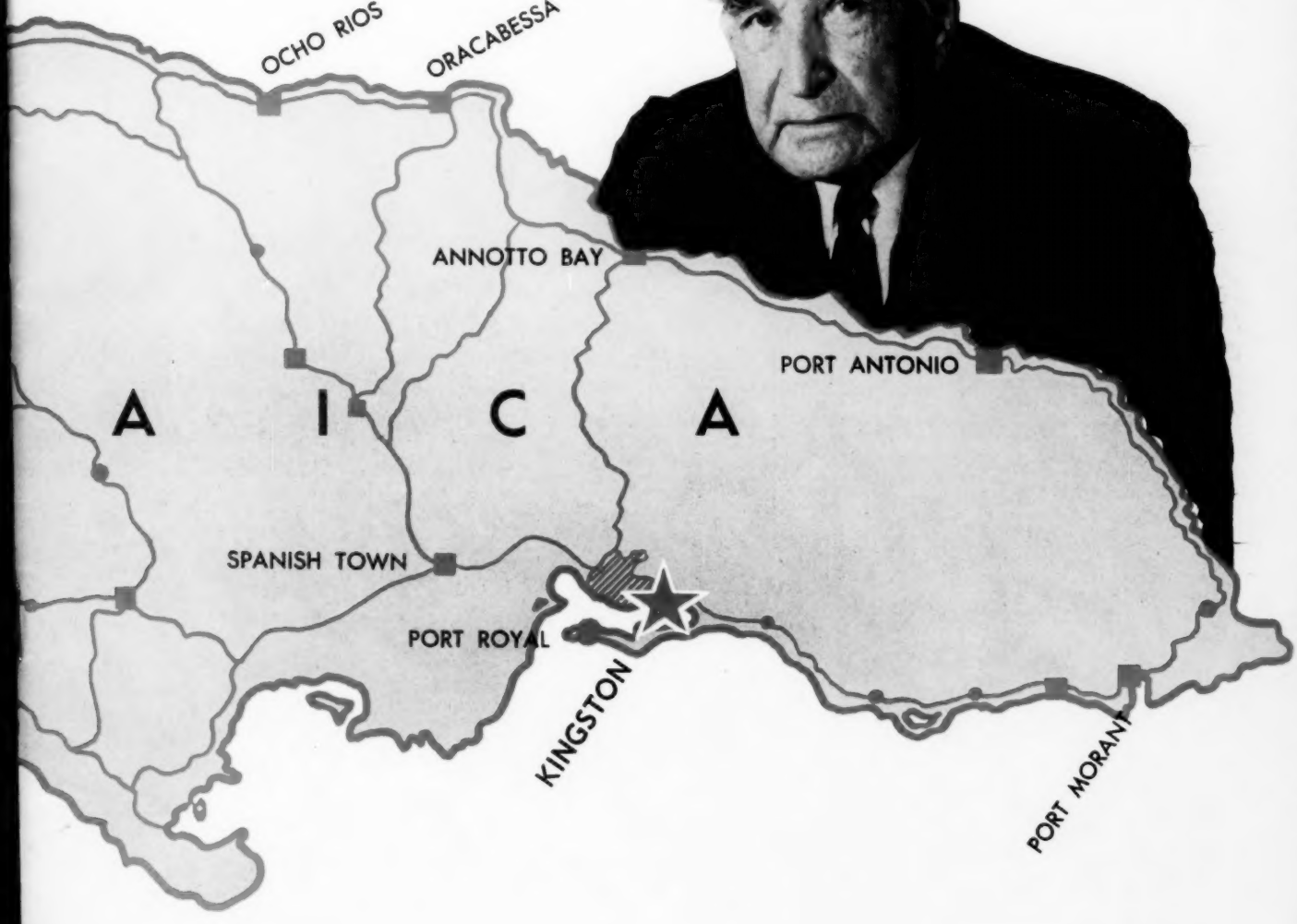
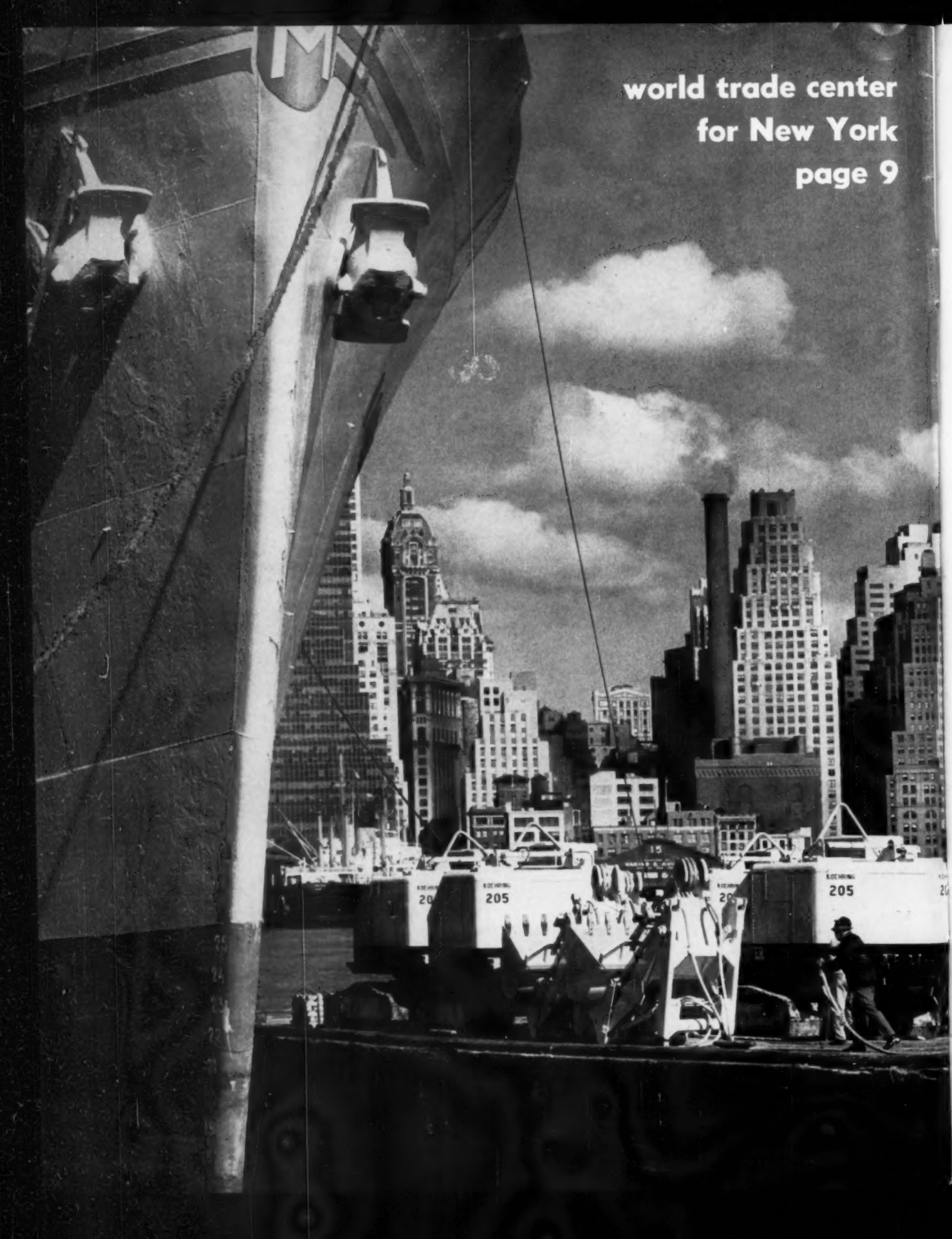
August 13, 1962

JAMAICA:

Western Hemisphere's Newest Nation






world trade center
for New York
page 9
205
205

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About the Cover

Sir Alexander Bustamante, a veteran political leader in Jamaica, last week saw his island country become the first new nation in the Western Hemisphere in more than 50 years. As head of the majority party (Labor) he becomes the first Prime Minister.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

August 13, 1962 Volume 68 Number 9

SPECIAL REPORT: Jamaica achieves independence, offers excellent potential for U.S. goods

Pages 4-7

DEPARTMENTS

FEATURES

3 Exports in 2nd quarter set all-time record
8 Four Ohio firms given "E" awards
9 World trade center to be built in New York to promote exports-imports
11 U.S. farm exports to EEC receive careful scrutiny by officials
13 Forty-year veteran gives do's and don't for good exporting
15 Commercial policies safeguard U.S. industry and agriculture
17 World Bank operations net $100 million in fiscal 1962
17 Buddhists pray for U.S. trade center success
18 Over 100 U.S. companies show wares at Chicago trade fair
19 Export Expansion Council head criticizes U.S. firms not in export field

WORLD TRADE OPPORTUNITIES

20 Projects announced in 11 countries abroad
22 Leads for exporters
29 International representation
31 Leads for importers
32 Visiting buyers and officials
32 New trade lists

INVESTMENT OPPORTUNITIES

33 Three firms in India seek arrangements with U.S. companies
34 Capital, joint venture, license sought by 3 French firms

FOREIGN GOVERNMENT ACTIONS

35 Mexico outlines requirements for foreign investors
37 Nicaragua to boost revenues through new taxes on income, property
38 Morocco in trade pacts with France, Spain, Hungary
39 Austrians may freely buy foreign securities

WORLDWIDE BUSINESS OUTLOOK

41 President's visit strengthens ties with Mexico
43 Philippine wood industry optimistic; foreign development funds wanted
44 Canadian economy recovering; long-term outlook uncertain
46 African rubber industry world's second largest supplier

U.S. GOVERNMENT ACTIONS

50 Alliance for Progress commits $80 million to Bolivian development plan

Business Bulletins, page 2 **New Books and Reports, page 52**

Business Bulletins *from around the world*

ARGENTINA—To ease potato and egg shortages, Government suspends to end of 1962 duties, surcharges, and prior-deposit requirement on imports of these commodities.

Commercial banks' interest rates on ordinary lending operations permitted to be raised from 10 to 15%, effective July 10.

CEYLON—To replenish consumer stocks of imports banned during past 6 months, Government allocating about $1.7 million for their import by established importers before December 31. Principal items covered are automotive, bus and truck chassis, and satin and crepe piecegoods. Others are photographic paper, plates, and films; dentifrices; some toilet items; inexpensive fountain pens; refrigerator components; musical instruments; china, porcelain, and earthenware; toys and games; electric cooking and heating apparatus; and electric fans.

FRANCE—Market for imported ladies' apparel growing fast. Imports of outergarments for women, exclusive of knitted wear, totaled $2 million in 1961, compared with less than $800,000 in 1960. Expanding demand for ready-to-wear women's garments is due to change in consumers' preference.

ICELAND—State Electricity Authority proceeding with arrangements to build Iceland's first geo-thermal power plant at Hveragerdi, 30 miles east-southeast of Reykjavik, where steam wells already drilled.

INDIA—Government permitting export of monkeys by jet aircraft on 3-month trial basis from July 27. Monkey compartment must be sealed off from passenger cabin, not more than 100 monkeys in any one shipment, and carriers must report to India all mortalities during flight.

INDONESIA—Despite increasing activities of Government-controlled oil companies, foreign firms still account for bulk of crude oil output. In first quarter 1962 Stanvac, Shell and Caltex supplied 89% of production totaling 41 million barrels compared with 11% for Government firms Pertamin, Permina, and Permigan.

Recent contract between Government and Pan American International provides for entry of this U.S. company also.

LAOS—National Cinematographic Office (ONCL) given sole rights for import, export and distribution of moving picture films.

KOREA—Government further unfreezes bank deposits blocked on June 9 (*International Commerce*, July 16, p. 42). One-third of remaining frozen deposits transferred to free accounts and two-thirds to 1-year time deposits. Time deposits may also be withdrawn if depositor willing to forego interest (currently 15%).

PARAGUAY—Government signs contract with B.O.C. International, S.A., reportedly a consortium of U.S. and French investors, for construction and operation of oil refinery and pipeline. Construction to begin in 7 months and production to be under way 2 years after that. Refinery to cost about $5 million and have 5,000-barrel daily capacity. Pipeline to be built later for about $10 million and run from Esmeralda on Bolivian border to Asuncion, carrying Bolivian crude oil. When refinery fully able to supply Paraguayan market, it will be given monopoly on gasoline, diesel oil, fuel oil and kerosene, and imports will stop.

Congress authorizes Instituto de Prevision Social (IPS) to build 50-room hotel-casino at Puerto Presidente Stroessner on the Parana River near International Bridge linking Brazil and Paraguay.

PERU—Government creates Empresa Nacional de Ferrocarriles (ENF-National Railway Co.) to operate State-owned railroads and improve, reorganize, or terminate operations of 6 lines presently administered by Direccion General de Ferrocarriles (Bureau of Railroads). New company also authorized to lease 3 lines to private entities and construct new lines with approval of Congress. Assets will be those of present lines. Bureau of Railroads to continue responsible for planning State railroad policy, fulfillment of General Railroad Regulations, and preparation of statistical information. Otherwise, ENF to have complete responsibility for activities of State-owned railroads.

SENEGAL—Construction to start soon on hotel of some 60 rooms in downtown Dakar and second of 220 rooms, few minutes from downtown Dakar by car. Smaller hotel being financed by Government and Societe Francaise Hoteliere d'Afrique, which owns 2 existing hotels in Senegal. Larger hotel to be funded by Swiss interests, Senegalese businessmen and Government.

SOUTH AFRICA—Berzack Brothers, Ltd., South African firm, to begin production of sewing machines October in new plant at Hammarsdale, Natal. Plans include substantial exports.

Dow Chemical International forms subsidiary, Dow Chemical Africa (Pty.).

SUDAN—Ginning operations extended from June 30 to July 31 this year to cope with extra-large crop, estimated at 4.3 million kantars of seed cotton. Rainy season arrived mid-July, however, and since all storage facilities for baled cotton already filled to capacity, some losses may result. 1962 cotton exports as of June 30 totaled 389,563 bales, with estimated freight-on-board value $59.4 million.

TOGO—Recently released figures show U.S. exports increased by 55% in 1961, totaling $595,000 compared with $381,000 in 1960. Sharp rise continued in first 4 months 1962, and if current rate maintained for rest of year, U.S. exports will reach $935,000, 57% increase over 1961. U.S. share of Togo market, 1.5% in 1960 and 2.3% in 1961, amounted to 3.8% in first third 1962. Main U.S. products in trade are tobacco, trucks, tar, and air-conditioners.

VIET-NAM—U.S. share of total imports increased from 26% ($17 million) in first quarter of 1961 to 37% ($24 million) in same period this year.

Special economic development budget signed into law, with $20 million to be spent in 1962 to finance 5 major state-run industrial enterprises, participate in private enterprises and construct low-cost housing projects.

Hodges asks 30 business heads to lead REEC's

Regional Export Expansion Council chairmen to lead drive for 10% increase

Secretary of Commerce Luther H. Hodges announced the appointment last Tuesday of 30 leading U.S. businessmen as chairmen of the Department Regional Export Expansion Councils. They will help expand American business abroad serving until June, 1963.

Councils have been established in each of the areas of the 34 Commerce Field Offices within continental United States to work for a 10 percent increase in U.S. exports in 1962-63. Each is composed of leading businessmen of the area and the Department's regional field office manager will act as executive secretary.

The regional councils operate under the direction of the National Export Expansion Council, headed by Neil C. Hurley, Chairman of the board of the Thor Power Tool Co., of Aurora, Ill.

In speaking of the importance of the Councils, Secretary Hodges said they will make a great contribution to the U.S. economy by "mobilizing the talents of the American business community in support of increased international marketing." The councils will develop seminars of businessmen throughout the nation with officials from export-experienced firms joining Department of Commerce experts in advising "newcomer" companies on how to develop export markets.

The 30 appointments announced today were:

ARIZONA: I. G. Beall, president, Arizona Refining Co., Phoenix.

COLORADO: John A. Donley, president, Engineering Consultants, Inc., Denver.

CALIFORNIA: Robert R. Dockson, dean, U.S.C. School of Business Administration, Los Angeles; Adolph Schuman, chairman, World Trade Center Authority, San Francisco.

FLORIDA: I. Paul de Pedraza, executive director, Florida Ports Trade Council, Tallahassee; Joel C. Wilcox, port director, Palm Beach.

GEORGIA: U. N. Pendleton, Jr., Pendleton Shipping Co., Atlanta; John E. Cay, Jr., president, Palmer & Cay, Savannah.

KENTUCKY: E. R. Mitchell, manager, Union Light, Heat & Power Co., Covington.

LOUISIANA: Scott Wilson, Scott Wilson & Associates, New Orleans.

MASSACHUSETTS: R. M. Binney, vice president, First National Bank of Boston, Boston.

MICHIGAN: William B. Hall, vice president, Detroit Bank & Trust Co., Detroit.

MINNESOTA: A. B. Sparboe, vice president, Pillsbury Co., Minneapolis.

MISSOURI: C. Y. Thomas, chairman of the board, Spencer Chemical Co., Kansas City; Alfred Fleishman, president, Fleishman-Hillard Co., St. Louis.

NEVADA: Dr. R. C. Weems, Jr., dean, U. of Nevada, Reno.

NEW JERSEY: William H. Lukens, vice president, R. H. Hollingshead Corp., Camden.

NEW MEXICO: H. C. Eberline, president, Eberline Instrument Co., Santa Fe.

NEW YORK: T. A. Dyke, vice president, Combustion Engineering, Inc., New York City; Charles Rumrill, president, Rumrill, Co., Rochester.

NORTH CAROLINA: C. R. Harris, Pneumafil Corp., Charlotte.

OHIO: R. A. Steudel, export manager, Sherwin Williams Co., Cleveland.

PENNSYLVANIA: George W. Naylor, vice president, Koppers Co., Pittsburgh.

TENNESSEE: Richard O. Wilson, president, Wilco Machine Works, Memphis.

TEXAS: Harold M. Young, Murray Co., Dallas; Charles Ebanks, vice president, National Bank of Commerce, Houston.

UTAH: Clyde N. Randall, dean, U. of Utah, Salt Lake City.

VIRGINIA: C. M. Taylor, vice president, Virginia Manufacturers Association, Richmond.

WASHINGTON: Nick Bez, P. E. Harris Co., Seattle.

WYOMING: Robert Adams, president, Western Nuclear, Inc., Rawlins.

Exports in 2nd quarter set all-time record high; aim for $22 billion total for '62

June record total rose to more than $1.858 billion while half-year total rose 7% above '61 with seasonally adjusted figure of $10.572 billion reported

The Bureau of Census reports that on a seasonally adjusted basis U.S. exports, excluding military assistance and grant-aid shipments, rose to a record of $1,858,900,000 in June. This not only established a new record for a second quarter, but also established a record for the January through June period.

Exports for the first half year period established a seasonally adjusted total of $10,572,400,000, a 7% higher total than for the first half of 1961. It suggested the possibility of a considerable increase for the entire year over the 1961 calendar year total.

The National Foreign Trade Council, earlier, had estimated that exports would reach a total of $10.5 billion during the first half, which would be an annual rate of $21 billion as compared to last year's actual total of $19.9 billion. The NFTC, allowing for certain factors, forecast a $20.8 billion total for 1962.

The Bureau of Census reported that exports in the April-June period of 1962, excluding military assistance and grant-aid shipments, were at a seasonally adjusted annual rate of $21.7 billion. This brought the January through June annual rate up to $21.145 billion. The Administration goal is $22 billion for the 1962 calendar year.

When considered on a fiscal year basis, the June record brought the 1962 fiscal year export total, including military assistance and grant-aid shipments, up to an adjusted total of $21.557 billion. This is an increase of about 4% over the $20.686 billion reported for the 1961 fiscal year.

Sunny isle on U.S. doorstep achieves zesty independence

Jamaica's black, green and gold flag signalizes newest free land

Expansion of U.S. exports to Jamaica is a realizable goal now that Jamaica has become an independent member of the British Commonwealth.

Freedom came on August 6 after 300 years under the British Crown. Jamaica's first independent government is headed by the recently elected Sir Alexander Bustamante. At the celebrations, Vice President Lyndon B. Johnson was the chief United States delegate, while Great Britain was represented by Princess Margaret.

In New York, Mr. Carroll daCosta, Special Representative, presented Jamaica's black, green and gold flag to Governor Nelson Rockefeller, who proclaimed the week of August 5-11 as Jamaica Independence Week throughout the State.

Among the 22 independent trading partners of the United States in the Western Hemisphere, Jamaica leads 9 others as a buyer of U.S. goods and 12 others as an exporter to the U.S. The Jamaican economy has steadily expanded during the last decade, from a Gross National Product (GNP) of $196 million in 1950 to a GNP of $675 million in 1961.

Jamaica, one of the Greater Antilles, lies 90 miles south of Cuba on the northern fringe of the Caribbean Sea. The island, with an area of 4,411 square miles, is slightly smaller than Connecticut. Mountains cover about six-sevenths of the island and rise as high as 7,000 feet. Its climate varies with location and altitude—temperatures ranging downward from an average of 79° Fahrenheit and yearly rainfall ranging downward from 110 to 22 inches. The island has numerous rivers and streams—generally non-navigable—and the Port of Kingston is one of the world's largest natural harbors.

"One people"

The general homogeneity of Jamaica's 1.6 million people and their ability to get along without racial strife is ably expressed in the national motto "Out of Many, One People." The population is nearly evenly dispersed throughout the island's area, except for 425,000 persons concentrated in the capital city of Kingston.

TOP-LEVEL CHAT: At reception for Jamaica's Prime Minister Sir Alexander Bustamante, Princess Margaret and her husband, Lord Snowdon (right) visit with U.S. Vice-President Lyndon B. Johnson. UPI Radiophoto.

Columbus discovered Jamaica in 1494 on his second trip to the new world. Until 1655, Jamaica was a Spanish colony, and since then a British one. The first seeds of independence were dropped in the fertile soil of economic distress during the 1930's, culminating in riots in 1938. Out of the strife emerged two labor and political leaders, W. A. Bustamante and Norman Manley, who remain today the dominant figures on the island.

In 1944, a new constitution was proclaimed, and Sir Alexander led the Labor Party to victory in the Island's first election under universal adult suffrage. Norman W. Manley's People's National Party won the 1954 election, and in 1958 he still headed the Government as Jamaica joined Trinidad, Barbados, The Leeward Islands and The Windward Islands in the West Indies Federation. Internal independence was achieved in 1959, and full independence came after the people voted in a 1961 referendum to leave the West Indies Federation.

Government

Jamaica chose Dominion status under the Queen of England, who is also Queen of Jamaica. The monarchial constitution is broadly based on the Constitution of Great Britain. Thus, matters of government are mainly the responsibility of the majority leader in the House of Representatives, who is the Prime Minister. Upon his advice the Queen appoints the Governor-General and, also upon his recommendation, the Governor-General appoints many judges and executives of the Government. Uniquely, the Independence Constitution provides that the Leader of the Opposition has the right to be heard in the making of these appointments and to advise the Governor-General on at least one-third of the persons selected for appointment to the Senate.

Legislative action is generally by absolute majority of both the House of Representatives and the Senate. A two-thirds majority of both houses, with elapsed time between introduction, debate and final vote, is required on certain important provisions such as those affecting fundamental rights and freedoms, the Supreme Court, the Court of Appeals, and the Service Commission. This safeguard, plus a public referendum, is required to alter the composition and summoning of Parliament, the holding of free elections at specific intervals, and the position of Her Majesty the Queen as a component part of the Jamaica Parliament and Head of the Jamaica Executive Power.

Jamaica

articles on the new nation in this issue are based on analyses by Bruce B. Sever, *international economist, American Republics Division, Bureau of International Programs.*

Jamaica, launched as nation, offers excellent potential as growing market for U.S. goods

Island's 1962 growth rate of better than 6%, expanding industrialization, GATT negotiations are leading factors

The signs are favorable for expanded United States exports to newly independent Jamaica, even though they have registered only slight increases during the last 2½ years.

Growth of the economy in 1962 at a rate above 6%, increased industrialzation, and the need for new markets for expanding export industries are expected to stimulate greater purchases of foreign goods.

Uncertainty about business conditions will be somewhat dispelled as the expected smooth transition to full independence takes place. The possible entrance of Great Britain into the European Common Market and the possible effect that this will have upon Jamaica's market for tropical products (United Kingdom) are uncertainties that still remain. The expected accession of Jamaica to the General Agreement on Tariffs and Trade may encourage Jamaica to use increased restraint in carrying out policies for the protection of infant industries.

Finally, despite the fact that Jamaica, like other primary producing countries, has been at a disadvantage in terms of trade, this has been offset to some extent by considerable increases in exports.

Increasing U.S. share

The United Kingdom is the principal supplier of Jamaica imports, accounting for 30 to 35% of the total. The United States is second, supplying almost 25%. The general trend over the past several years has been towards an increase in the U.S. share of the market. In the past, this access to Jamaican markets by U.S. exporters was furthered by gradual relaxation of exchange restrictions on dollar imports now almost nonexistent. Moderate quantitative restrictions on selected imports can be expected, as a means of saving foreign exchange for development purposes, protecting infant industries, and stimulating food production. Such restrictions, unlike the earlier exchange restrictions, do not discriminate against dollar imports.

In 1961, U.S. exporters supplied Jamaica with goods worth $48.1 million (1960: $47.7 million), and U.S. buyers accounted for Jamaican exports worth $73.3 million (1960: $54.2 million).

Increased exports of molasses, sugar, textile products and especially bauxite and alumina resulted in a favorable balance of visible trade with the U.S. in 1960 and 1961, not to mention the $37.7 million spent on the island by visitors from the United States.

In 1961, despite a decline in total Jamaican imports of meat and meat preparations, textile fibres, and electrical machinery, imports of these major export items from the U.S. rose. Increased U.S. shipments were also recorded for other major U.S. export items as feed for animals; lubricating and fuel oils; conveying, hoisting, and excavating machinery; and office, sugar, and sewing machinery. The total number of automobiles imported into Jamaica dropped from 8,260 in 1960 to 3,799 in 1961 due to saturation of the market and to hire-purchase restrictions on the sale of automobiles by the Government. U.S. exports of automobiles declined as well. Declines were also recorded in U.S. exports of cereals and cereal preparations, tractors, and air conditioning and refrigerating equipment. Total U.S. exports to Jamaica during the first 4 months of 1962 showed a slight increase over the comparable period of 1961.

THE NEW NATION

Area: 4,411 square miles—slightly smaller than Connecticut
Population: 1.6 million
Government: Parliamentary democracy, member of British Commonwealth
Economy: Private enterprise
Gross Domestic Product: $717.4 million in 1961, up 6.5% over 1960
Electricity: 258.9 million kilowatt hours sold in 1961, up 17% over 1960
Income Per Capita: $371 in 1961, up 4% over 1960.
Total Imports: $210 million in 1961, including $51.5 million (24.5%) from the U.S.
Total Exports: $172 million in 1961, including $62 million (36%) to the U.S.
Investment Conditions: Stable, due to responsible political party system
Language: English
Location: Strategic to Central and South American markets.
Encouragement: Tax and customs concessions

Dual system

In addition to import statistics (see page 7), the tariff schedule of Jamaica and its actions to encourage industrial development provide clues to trade opportunities. The use of a dual system of duty rates—a lower one for Commonwealth imports and a higher one for non-Commonwealth imports—is designed to provide protection for Commonwealth imports. A smaller than normal gap between the two rates indicates commodities which the normally competitive American firm might be able to export at a profit.

To foster new industries and diversification of the Jamaican economy, the Government from time to time designates certain items as pioneer products, and producers of these products as pioneer producers. Exemption from import duties of construction materials and plant equipment and, in some cases, raw materials, is frequently granted to the pioneer manufacturer. In these cases, U.S. exporters can compete on an equal basis with Commonwealth exporters. Some recently designated pioneer products are wooden doors, commercial (excluding organic) fertilizers, electrical distribution and control equipment, ballasts for fluorescent lighting equipment, water heaters, and ranges.

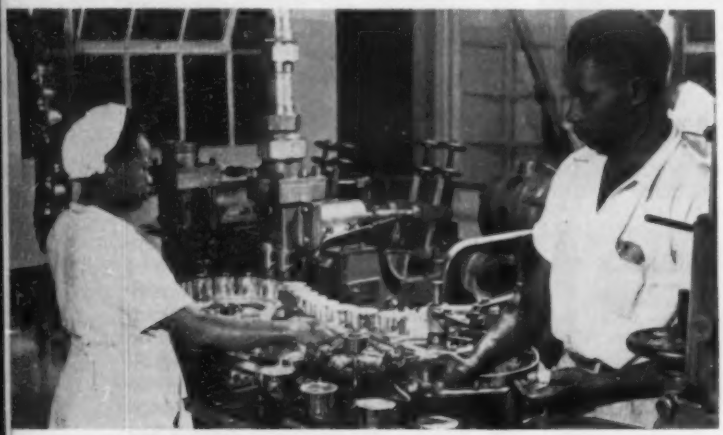
Excellent investment climate

The excellent investment climate of colonial Jamaica is likely to continue in free Jamaica. Besides the attraction of an expanding economy and other general factors, the Jamaican Government has by legislation sought to encourage an influx of foreign capital.

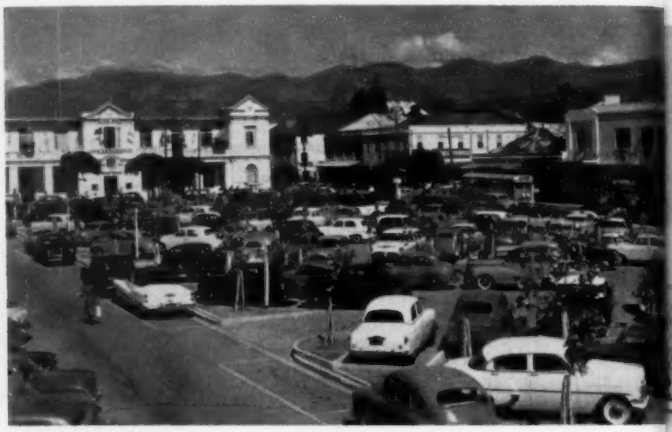
Jamaica's political stability is not equalled by many other countries in the

TOBACCO INDUSTRY: Women factory workers processing leaves for cigars.

PORT ANTONIO: This popular tourist center is also a banana-growing area.



CONDENSED MILK: Placing lids on filled cans by hand, while machine seals.



NEW PARKING LOT: In view of mountains, cars are parked in Kingston lot.

Western Hemisphere. Its democratic two-party system is enhanced by responsible political leadership in both the Majority and the Loyal Opposition. There is an appreciation of the need for foreign capital in developing the country and the importance of maintaining an attractive investment climate.

Clear regulations

Business organization statutes are not particularly complicated and they are not frequently changed. A company doing business in Jamaica may carry on its activities by establishing a branch under the Registration of Business Names Law by merely registering the name and paying a small fee. Investors operating through a locally established entity may form a limited or unlimited liability corporation under the Companies Law of 1864, establish a limited partnership under the Limited Partnerships Law, or establish an individual business or unlimited liability partnership under the Registration of Business Names Law.

The effective rate of taxation on a company is 40% of net taxable income.

Local capital is not limited to the extent normal for other comparable though less developed countries because the island's commercial banks make advances roughly equal to their deposits. All of the local commercial banks are branches of large United States, Canadian, or British financial firms.

The Bank of Jamaica operates as the Central Bank for the Government in a manner largely similar to that of the U.S. Federal Reserve System, influencing credit through use of rediscounting and moral suasion. It has sole power of issue, and it issues and redeems currency at a parity fixed by Law at one pound Jamaican to one pound sterling. Automatic convertibility with sterling is maintained.

Labor, transportation

Other favorable investment factors include: a fairly stable, young and intelligent labor force; excellent transportation to other parts of the world provided by 10 scheduled international airlines and 18 shipping companies; and possible investment guarantees for U.S. firms.

The first significant action by the Jamaican Government to attract businesses to the island was the enactment of the Pioneer Industries Law in 1949. It has been supplemented by later legislation such as the Hotels Aid Law, The Export Industries Encouragement Law, and the Industrial Incentives Law. All of these laws remain in force and provide various amounts of tax relief, exemption from import duties on machinery, building materials, and production raw materials, and accelerated depreciation of capital expenditures. Additionally, quantitative import restrictions are sometimes invoked to assist infant industries.

In 1952, The Jamaica Industrial Development Corporation (JIDC) was established by the Government and it was charged with planning, promoting and encouraging the industrial diversification of the economy. Because of the island's high unemployment rate, development is especially encouraged in high-labor-input export industries. Thus, particular attention has been paid to the development of the textile, raw material processing, metal fabricating, and assembly industries. Dramatic results have been achieved especially in the textiles, cement, and footwear industries.

FOR SANDLOT TEAMS IN U.S.: Baseball gloves are packed at Lucia plant.

LUXURY HOTEL: Former 65-acre private estate now caters to tourists.

FROM BASEBALLS TO LENSES: U.S. firms make wide variety of goods.

THE TIME OF THEIR LIVES: Tourists being rafted over Rio Grande rapids.

Besides its main office on the outskirts of Kingston, the JIDC has overseas offices in New York, Toronto and London. It is prepared to assist prospective investors in selecting plant location and personnel, obtaining financing, and developing a plant site. Among the firms that have availed themselves of the services of the JIDC are Colgate-Palmolive, Ltd., Jamaica Isle, Ltd. (Calvine Mills), Esso Standard, S.A., Ltd., and Johnson & Johnson.

Finally, industrial training programs and management seminars are conducted by the JIDC in carrying out the Government's program of skill formation.

While many other areas of Latin America are experiencing a decline in gross fixed capital formation, it remains relatively steady in Jamaica. At $138.9 million in 1961, it has been on the rise during the last 4 years despite unstable conditions in other Caribbean countries and in Latin America. In 1961, increases were most notable in manufacturing, public utilities, and government. Investment in residential dwellings and public utilities are most likely to increase due to greater government emphasis and foreign assistance.

U.S. concern for the welfare of the people of Jamaica has led to increased relations supplementing those of the business communities of both countries.

Technical and loan assistance through the Agency for International Development will continue. Since 1954, the U.S. has spent approximately $3.2 million for technical assistance. Final signature is expected later this month on a loan credit of $2.2 million in connection with the development integration of the island's water supply facilities. Also coming up is a loan of $2.2 million for low-cost housing. Other plans call for loan assistance to farmers through an agricul-

Value of Total Jamaica Imports—1958-1961

(By S.I.T.C. Sections) * *(millions)*

	S.I.T.C. Sections	1958	1959	1960	1961
0	Food	$37,200	41,020	40,800	40,200
1	Beverages and Tobacco	4,315	4,600	4,915	4,515
2	Crude materials	6,230	7,440	7,770	7,500
3	Mineral Fuels, Lubricants, etc.	15,980	18,600	17,800	22,420
4	Animal and Vegetable Oils	1,783	2,060	1,539	1,360
5	Chemicals	14,660	16,180	17,280	17,308
6	Manufactured Goods	45,200	45,214	54,900	54,100
7(1)	Machinery (not electric)	17,050	17,150	19,950	20,870
7(2)	Electrical Machinery	8,210	8,540	10,720	9,970
7(3)	Transport Equipment	14,090	14,300	21,080	14,710
8	Miscellaneous Manufactured Goods	15,920	16,450	19,400	19,070
9	Miscellaneous Commodities	73	254	510	502
	Total *(rounded)*	**$181,000**	**192,000**	**217,000**	**210,400**

* *Standard International Trade Classification.*

Gross Domestic Fixed Capital Formation by Sectors
(Current Value: Millions of Dollars)

Sectors	1956	1957	1958	1959	1960	1961
Agriculture	9.4	13.7	11.8	12.9	14.3	13.1
Mining	32.4	30.2	12.9	4.5	5.0	4.8
Manufacturing	11.5	12.6	15.4	14.0	15.4	16.8
Public Utilities	1.7	2.0	3.9	5.3	4.8	6.2
Government	7.8	15.7	13.7	15.7	14.8	16.2
Residential Dwellings	11.2	14.8	17.9	21.2	24.9	22.1
Other Sectors*	32.4	57.0	57.0	55.7	65.5	58.8
Total *(rounded)*	**108.6**	**145.9**	**132.7**	**129.0**	**144.7**	**138.9**

* *Transportation, Distribution, Construction of non-residential buildings and Installations, and Services.*

tural credit program, and aid to small businessmen not provided for under the Small Business Loans Act nor by the Government of Jamaica Development Finance Corporation.

U.S.-Jamaica defense agreements are likely as well as Jamaican contact with the U.S., should the island become a member of the United Nations and the Organization of American States.

4 companies in Ohio given 'E' awards for expanding exports

Firms cited for 'outstanding contributions' to U.S. export expansion drive; awards presented in Washington

Secretary of Commerce Luther H. Hodges presented President Kennedy's "E-for-Export" award July 31 to 4 Ohio manufacturers for "outstanding contributions" to the U.S. export expansion drive.

Sen. Stephen M. Young (D-Ohio) joined the Secretary in conferring the awards on Lempco International, Inc., Bedford; Ranco, Inc., Columbus; the Sanderson Cyclone Drill Co., Orrville; and Senco Products, Inc., Cincinnati.

The award ceremonies took place in Secretary Hodges' office at the Commerce Department in Washington.

The blue and white "E" pennant, a revival of the "E-for-Excellence" award given to industrial plants for their production achievements during World War II, is now awarded by the Commerce Department to honor internationally minded American companies, individuals and organizations for their accomplishments toward increasing U.S. exports.

Details on the winning companies are as follows:

① Lempco International, manufacturer of garage equipment, automotive and tractor parts. Through an intensive traveling and selling campaign, active participation in U.S. trade fairs, and success in overcoming foreign competition, the company has achieved tremendous gains in its export trade.

It has met overseas price competition by sending machines, without motors, to Europe. Motors and accessories are manufactured abroad.

② Ranco, Inc., manufacturer of controls for refrigeration and air conditioning. In the past 2 years Ranco has made substantial increases in its exports of refrigeration and air conditioning controls.

Its success is highlighted by obtaining new and heavy buyers in the Japanese and Argentine markets.

③ The Sanderson Cyclone Drill Co., manufacturer of water well-drilling machines and tools. The company has scored substantial increases in its overseas sales, marketing its products in 14 different countries.

It has opened up new markets for its drills and tools in Jordan, the Philippines, British Guiana and Australia. Its export sales in 1961 accounted for approximately 50% of the company's total sales volume.

④ Senco Products, manufacturer of staple machines and staples. Since entering the foreign export trade in 1956, the firm has continued to expand its foreign sales.

Development of new markets has enhanced its international trade. Export sales increased from 17% in 1960 to 23% of total sales volume in 1961.

The companies were selected for the award by Secretary Hodges after evaluation by a Government-wide Awards Committee. Several hundred nominees are still under consideration.

Schedule

LONDON

Books: July 25-Aug. 17 (local agents of U.S. publishers).

U.S. Dept. of Agriculture Exhibit: Oct. 1-25.

Medical and Surgical Supplies and Equipment: Nov. 8-30.

Children's Christmas Book Show: Dec. 12-21 (local agents of U.S. publishers).

Toys and Games: Jan. 22-Feb. 8, 1963.

FRANKFURT

Electrical Appliances: Nov. 14-Dec. 7.

Automotive Service Equipment: Jan. 8-25, 1963.

Toys and Games: Feb. 5-22, 1963.

BANGKOK

Medical, Dental, Surgical Equipment and Supplies: July 23-Sept. 8.

Automotive Service and Maintenance Equipment: Oct. 1-Nov. 2.

Farm Machinery and Equipment: Jan. 15-Feb. 15, 1963.

INTERNATIONAL TRADE INFORMATION: Trade information sources from consulates, commercial attaches, trade associations, U.S. and international chambers of commerce and a variety of other agencies are expected to be housed in the Port of New York Authority's World Trade Center now authorized by the states of New York and New Jersey. Many essential export-import trade services will be located here.

$270 MILLION CENTER

World trade center to be built by Port of New York Authority to promote exports-imports

Building to cover 15-acre site, have 9 million square feet of floor space and accommodate 70,000 population daily; to expedite cargo movement

By S. Sloan Colt

Chairman, Port of New York Authority

A World Trade Center on the west side of lower Manhattan is being developed by the Port of New York Authority, a bi-State agency, as a result of recently passed legislation of the States of New York and New Jersey.

Located in an area of the world's heaviest concentration of international trade activity and agencies, the World Trade Center will provide a means for members of the international trade community to be brought together under a "single" roof, enabling them to synchronize and coordinate their activities for peak efficiency.

The $270 million Center, to encompass about 9 million square feet of floor space on a 15-acre site, is expected to accommodate a total daily employee and visitor population of some 70,000 persons.

A host of essential export-import trade services—including customs brokers, freight forwarders, steamship, air, truck, and rail carriers, marine insurance firms, American and foreign banks, and important commodity exchanges—are to be concentrated in the new Center. Also planned for inclusion are new facilities for the U.S. Customs Service, a keystone in the administrative processing of export and import movements. Location, within the World Trade Center, of all customs clearance and appraisal functions will be fundamental to the Center's contribution toward expediting the movement of cargo into and out of the great Port of New York.

Concentration of offices

In addition, the Center will comprise a reservoir of international trade information sources, stemming from the participation of consulates, commercial attaches, trade associations, U.S. and international chambers of commerce, and a variety of other agencies whose expert knowledge of specific phases of international trade activity assist in keeping international businessmen up-to-date.

To the individual businessman, the Center will be far more than a mere monument to international trade. It will be an integral part of the mainstream of established patterns of international trade. As a result, its real meaning will be felt in terms of the time and money which businessmen will save because of the improvement in processing procedures and communications which will result from centralization of international trade activity. In effect, the Port of New York's trade service agencies through the World Trade Center, will be at the immediate call of both the American and foreign businessman.

The World Trade Center will assist these businessmen in many ways, such as

displaying their products before buyers from every part of the world; informing them of new products, prices, regulations and, most importantly, trade opportunities; and presenting new techniques for their participation in world trade. A major function will be to introduce to international commerce, manufacturers who now sell only in a domestic market.

Extensive exhibits

Product display, an essential feature of international marketing, represents another of the principal functions of the World Trade Center. Extensive exhibit areas will afford American manufacturers a convenient means of exhibiting their products to prospective buyers from every corner of the globe. Similarly, extensive displays of foreign products will present American businessmen an opportunity to view, in one location, the latest foreign developments and innovations relating to his field. Such foreign product exhibits will permit a wider choice of products and materials pertinent to his own industrial operations.

A noteworthy aspect of the Center's exhibit area will be the attention given to special requirements of individual firms for permanent exhibit areas in close proximity to their offices. Thus, businessmen will be able to view a variety of consumer and industrial goods—a massive computer fully assembled, a powerful bulldozer, a streamlined cabin cruiser, or any of the countless other pieces of equipment routinely shipped via the New York-New Jersey port. After inspecting the product, the buyer will be able to discuss the purchase in a comfortable office adjoining the exhibit.

PORT OF NEW YORK: Super-liners and freighters entering the busy Port of New York soon to be served by new World Trade Center. Architect's drawing of proposed Hudson and Manhattan terminal.

Concentration of all types of products under one roof will materially assist the businessman, both American and foreign, who is now frequently handicapped by the need to travel extensively to view goods in numerous showrooms or in manufacturers' plants far removed from the center of world trade activity. Moreover, the facility with which international buyers could inspect and purchase goods on display in the Center would stimulate the outflow of American goods—an objective of the current National Export Expansion Program.

There is little doubt that establishment of this World Trade Center will greatly benefit the Port of New York, which already plays such a significant role in the handling of America's international trade. But it is equally true that the advantages to be realized through existence of the Center will extend far beyond the port to every American farm and factory sending products abroad.

DELICATE SITUATION

U.S. farm exports to the EEC receiving top attention and careful scrutiny by officials

New 'variable levy' tariff system in Common Market will affect U.S. exports of wheat, feedgrains, poultry, eggs, and pork

By PETER T. JONES

Deputy Assistant Secretary of Commerce for Trade Policy

The author,

A former New York attorney and a foreign trade and investment expert is, in his present post, principally concerned with matters involving all aspects of U.S. foreign trade policy, including the development of the Commerce Department's position on the various issues.

We are often told that ours is one of the *industrial* countries of a world most of whose nations are still agricultural. This distinction disguises the fact that it is often the industrial countries themselves that possess the most thriving agricultural economies, and the United States, for example, is a supplier of foodstuffs to a great many countries of the world.

Last year, the United States exported about $20 billion of goods abroad; of these, about one-quarter—$5 billion—were agricultural commodities. U.S. rice producers rely on exports for over half of their annual production. Wheat and cotton growers send almost one-half of their crops abroad. Forty-one percent of our soybeans are exported; 38 percent of our tallow and 29 percent of our tobacco are sold in markets overseas.

One out of every six acres of harvested land in the United States sends its produce to foreign markets. A full 15 percent of our farm productions is exported, compared to only 8 percent of our nonagricultural output.

Western Europe has always been a major market for American agricultural exports. Tobacco from the colonies filled the holds of trans-Atlantic traders during the 18th century. American cotton stocked the mills of Victorian England. Our grain has helped feed a great many Europeans since the latter part of the 19th century.

This pattern has not greatly changed. In 1961 the U.S. exported $238 million of unmanufactured cotton to the six members of the European Common Market—France, West Germany, Italy, Belgium, the Netherlands, and Luxembourg. This represented 27 percent of our total exports of cotton. We sent $180 million of wheat and flour and $187 million of feedgrains to the same countries, which amounted to 14 percent of U.S. exports of wheat and flour, and 36 percent of our feedgrain exports. We sold them $97 million of tobacco—one-quarter of our entire tobacco exports. All told, the United States last year exported $1.2 billion of farm products to the Common Market. This came to about 24 percent of our total agricultural exports to the world, which were in turn almost one-quarter of our overall exports of all goods.

Exports to EEC

United States exports of farm products to the Common Market therefore represent a valuable portion of our total foreign sales. Subtracting a total of $220 million in imports, these exports earn for us a net total of almost $900 million. To a nation currently burdened with a recurrent balance of payments deficit, these sales are a vital source of income. To a farm industry marked by overproduction, they are an essential outlet for burgeoning supplies.

Yet developments this year within the Common Market make it essential that prompt steps be taken if our access to the European agricultural market is to be maintained. As you know, the six Common Market members have already agreed on a tariff policy for manufactured goods; they are gradually eliminating their own internal tariff barriers against fellow-members and establishing a Common External Tariff against the goods of outside countries, thus establishing a preference system for their own products. It has been a much more difficult proposition, however, for the Six to agree on a Common Agricultural Policy—in this area there were severe divisions of interest between low-price and high-price areas and low-tariff and high-tariff countries. Finally, in January of this year, the member countries after long deliberation agreed on an agricultural policy, thus removing one of the major obstacles to the further progress of the Common Market.

The most notable feature of the Common Agricultural Policy is the "variable levy system," a device to adjust tariffs periodically to the rise and fall of world prices, and therefore to stabilize prices and production within the Common Market. Variable levies will apply only to a few commodities, but it is fair to say that they are commodities in which the United States has a strong export interest: Wheat and feedgrains, poultry, eggs, and pork. Though final arrangements have not yet been made for rice, it is probable that it too will fall under some such system.

Levy on grain imports

For grain, the levy on imports from outside the Common Market will equal the difference between the lowest world market price, at the principal port of entry, and a target price set by each individual Common Market country. In addition, a small fixed charge will be imposed to ensure a preferential position for Common Market grain. If, for example, the German domestic price for wheat were $2.25 a bushel and the price of imported U.S. wheat were $1.75, the tariff would be 50 cents a bushel plus the fixed charge on all non-EEC imports. Beginning in 1963, these target

prices will start to be gradually harmonized, so that by 1970, at the latest, a common target price will exist for the entire Community. Meanwhile all tariffs on movement of grain within the EEC will have been abolished.

The levies on poultry, eggs, and pork will be somewhat different; they will consist of four elements, two variable and two fixed.

First, there is a variable tariff equivalent to the differential between feedgrain prices in the importing country and on the world market. This is designed to offset the favorable production costs outside the Common Market due to low feedgrain prices.

On top of this, there are two fixed charges which will gradually blend into one: A tariff equal to the tariff imposed on trade within the EEC of the commodity in question, and an extra tariff against imports from non-members designed to give a competitive edge to member countries. The internal EEC tariff will be gradually reduced to zero by 1970. In its place, the levy on trade with non-members will be raised, starting at 2 percent this year and rising to 7 percent as the intra-EEC tariff goes down.

Finally, there will be a so-called "gate price" to guard against dumping or "abnormally low" prices in third countries. A standard import price will be designated by the EEC countries, based on the normal prices of an efficient non-EEC producer. If poultry, eggs, or pork are offered at a price lower than this "gate price," then an extra duty will be charged, equal to the difference between the offer price and the gate price.

Now in effect

These variable tariffs came into effect on July 30 of this year.

Common Market countries will now start to establish common import regulations for fruit and vegetables. Uniform quality standards for the entire Community will be set, and a fixed Common External Tariff—not a variable levy such as will apply to the products I have just discussed—will be charged against imports from all non-members. In the event that fruit and vegetable production within the Common Market is disrupted by imports, a minimum price system for imports may be imposed or imports may be suspended, but the present fixed tariff arrangement will continue until serious disturbances are found to exist.

So far I have described only the restrictive aspect of the new Common Market agricultural tariff system. In one respect, however, it takes a major step towards trade liberalization. As the new tariff arrangements come into effect, individual EEC country quotas and other non-tariff restrictions against imports from non-members will be terminated, though the time schedule for this, particularly for fruit and vegetable restrictions, is still unclear.

These non-tariff barriers to trade have been one of the greatest obstacles to United States agricultural exports in the past. National agricultural and marketing monopolies which regulate production and trade; restricted importing periods, according to which foreign crops are admitted only when there is no domestic production; bilateral agreements, by which import facilities are offered to only one country; compulsory mixing of home-grown grain in flour; special import taxes; and others—all these will be abolished by the individual EEC countries as the Common Agricultural Policy takes effect. Trade restrictions in the form of tariffs are more visible than non-tariff restrictions, and under the new policy the opportunities for indirect, unofficial controls are greatly reduced.

Foreign exporters will know the precise rules that govern entry of their goods into Common Market countries instead of being faced with restrictive licensing arrangements or other indirect barriers which were subject to frequent change and innovation. And United States negotiators will be able to bargain more effectively for improved trade access when a clearly stated tariff schedule replaces this jumble of discretionary restraints and obstructions.

Possible effects

I would like to concentrate now on the possible effects of these new arrangements upon American agriculture, and to tell you about the steps which the Administration has taken and is planning to take to ensure the most favorable possible treatment of our products in the Common Market.

The most important determinant of whether U.S. agricultural access to the Common Market is to be maintained under the new Tariff Policy will be the level of the domestic target prices and gate prices to which the variable tariffs are geared. Say that the Germans set a gate price on poultry of 35 cents per lb. when U.S. poultry could be sold at the German border for 30 cents per lb. The extra 5 cents tariff which this would create, in addition to other tariffs, might cut U.S. poultry out of the German market, while a 30-cent gate price would call for no extra duty at all.

Our Government is taking all possible steps to persuade the Common Market of the wisdom and expediency of setting reasonably low prices. This would enable their consumers to take advantage of the efficiency of American farming methods, which is generally higher than that in Europe. Of the 9 million farms in the Common Market, over 5 million are of 12 acres or less. A great many farmers hold small strips in several locations, and farm buildings are often poorly designed and placed—all of which makes it difficult to practice mechanized farming methods.

Concerned about poultry

Poultry is the item about which we are currently most concerned. U.S. poultry and egg exports to the EEC have shown a dramatic rise in the past five years, due mainly to lifting of import restrictions in Germany. In 1957 we sold $2,685,000 worth to the EEC countries; in 1961 about $48 million, of which more than $40 million went to Germany. If import restrictions were removed in the rest of the Common Market, it is expected that United States poultry sales would abruptly rise even further.

Poultry consumption per capita in the EEC increased almost twice as fast as in the United States between 1955 and 1960, yet the amount used per capita was still only slightly more than half that used in our country. U.S. poultry, including trans-Atlantic shipping charges, is lower-priced than any produced in Europe. Yet poultry is a product which the Europeans could rush into production on a large scale in a relatively short period of time. Chickens do not require the vast acreage that a land crop does, and their growing period is fairly brief. We are convinced that it would be uneconomical for the Europeans to attempt self-sufficiency in poultry, since we can mass-produce poultry at considerably lower cost than the cost in Europe today. Present indications are, however, that under the variable levy system, tariffs on poultry in Germany would be much higher than they are at present—about double, in fact—and that this degree of protection may make it extremely difficult for U.S. poultry exporters to make sales in the European market on the scale that they might otherwise expect to.

Of the commodities affected by the new variable tariffs, wheat and feedgrains constitute by far the most important in terms of dollar volume of U.S. exports. In 1961, we exported $180 million worth of wheat and flour to the Common Market. Of our wheat exports, about 70 percent was so-called

quality wheat, the rest ordinary. The Common Market, thanks particularly to improved production in France and Italy, is rapidly approaching self-sufficiency in ordinary wheat; it would be foolhardy to expect imports of those grades of wheat to continue strong. Quality wheat, however, is a different matter. Indications are that EEC consumption will continue to outstrip domestic production at least through 1965, and that the demand for imports will therefore continue.

Feed grain exports

In feedgrains, U.S. exports to the Common Market, which totalled $187 million in 1961, appear fairly secure during this decade—provided access is granted. Though European production of feedgrains has been growing, it has not kept pace with increased demand, and feedgrain requirements in the Common Market are expected to grow still further as a result of expanding livestock production.

It might be possible to shift land, especially in southern and northeast France, into feedgrain production, but in view of the European manpower shortage, it is questionable whether this could be accomplished by the end of the 1960's. And it is not likely that the Common Market would stimulate such conversion by means of high price supports which would injure the interests of domestic livestock producers. There are thus reasonable grounds for optimism in the feedgrain area, provided the EEC does not set an unduly high target price against which to measure its tariffs.

Special agreements

Government officials have watched the development of the EEC's Common Agricultural Policy with careful scrutiny, and have taken steps which demonstrate their concern. Under Secretary Ball of the State Department and Under Secretary Murphy of the Agriculture Department, along with Mr. Howard Petersen, the President's Special Assistant on Trade, have been in repeated contact with Common Market representatives and have stressed this country's vital interest in maintaining our access to European markets. As a result, special interim agreements have been concluded between the United States and the EEC.

The EEC has pledged not to take any action to make their import systems more restrictive during the period before implementation of the Common Agricultural Policy on wheat, feedgrain, poultry, and rice. Once the CAP has been adopted, the EEC has agreed to enter into negotiations with the United States regarding its exports of these products to the Common Market.

For quality wheat, a special undertaking has been made by the EEC: If, after the new variable tariff takes effect, U.S. exports of quality wheat should drop, the EEC will adjust the tariff to correct this decline.

Diplomatic representations on poultry are still continuing, particularly with the Germans, whom we are trying to persuade to take advantage of a special EEC rule which permits members to petition to adopt the lowest overall tariff imposed by any other member.

As for rice, of which we exported about $7 million worth in 1960, we are hopeful that a fairly liberal tariff schedule will be established for the EEC, since Germany and the Benelux countries produce no rice whatsoever and the bulk of their rice requirements consist of a medium and long grain type which is not produced in the rest of Europe either. But here again, unduly high price supports within the Common Market could cause considerable damage to our exports.

Our Government will continue to press diplomatically for reasonably open access to the Common Market for our farm products. We are concentrating on alleviating both tariffs and quota restrictions still in force.

REPORTS "UNBUSINESSLIKE TREATMENT"

Forty-year veteran gives do's and don't's for good exporting; finds more competition today

Sell merchandise—not terms—advises retired vice president of largest manufacturer of chemical maintenance products in New York speech

By W. H. LUKENS

Vice President (retired) and Special Consultant to R. M. Hollingshead Corporation

Are we doing as good as we used to do? Emphatically, NO! . . . and it is not because I am getting old, that I say that. It is because I have learned, by asking overseas distributors, representatives, importers . . . "How do the American companies treat you?"

I have never failed to ask that question on any of my trips.

Why do I ask it? I ask it to learn if we can do better, and to learn if other Export Departments are better than mine.

Hard to get overseas distributors to handle American lines: I can remember the day when it was easy, but because of the "unbusinesslike treatment" given by many American concerns to their overseas connections, it has become extremely difficult.

May I mention some of the things you should do, and some of the things you should not do:

Don't fail to protect your representatives and overseas distributors. See that they get the commission, or difference in price, on all your goods reaching their territory. Unless they have previously agreed, you should make no shipments to their territory, except covering orders received through their medium.

Don't sell your client's clients: Nothing could be more disastrous than for you to sell to your customer's customers. Would it be right to sell dealers or retailers, when your main customers are wholesalers, or importers? DON'T sell or ship to any account unless you know who they are.

Don't be known as a "chiseler": Nothing makes an overseas connection madder than to find, after they have developed the sale of your product, going to the expense and possibly loss for the first few years, to have goods reach their territory, and then not get the repeat

sales—the results of their efforts.

Don't cut commissions: Nothing upsets a manufacturer's representative abroad more than to cut his commission.

Don't use a sales representative's time for other than sales work: I saw on my trip, a letter from a manufacturer, enclosing a list of drafts, and asking for a report by return airmail, as to their status. DON'T let your Credit Manager make such requests. The status of all outstanding drafts could have been determined by contacting the American banks.

Don't ask the manufacturer's representative to guarantee payment for any account: If the manufacturer's representative cannot supply you with satisfactory American credit references, turn down the business, but DON'T ask the representative to assume the credit risk, because working on a commission basis, they are foolish to absorb such a risk.

Sell merchandise

Don't sell terms—sell merchandise: Too many Export Managers, who are too lazy to think up why the buyer should buy, naming the advantages of the quality of their products, or the services their company can render, have resorted to attempting to get orders by selling long terms. If the maximum terms in your trade in any country is, for example, 60 days sight, and you start granting 120 days' sight, how long do you think your competitors are going to let you have that advantage? Soon, they will grant 120 days' sight, or maybe 150 days. DON'T be the originator of uneconomical, unsafe, long terms.

Don't believe everything a buyer tells you: And that includes, DON'T believe everything a manufacturer's representative tells you, or writes you. DON'T believe any buyer who says he can buy at a lower price. Make him prove it. DON'T be afraid to ask him for a photostatic copy of a competitor's invoice, or competitors' offering. Many of you here have learned that there are many countries in the World where, if you quoted half the price that is now securing you the business, nearly all of the buyers would reply . . . "your price it too high."

Don't state distances in miles, if kilometers are used in the territory:

Don't state weights in pounds, if kilos are the measurement of weight.

Don't abbreviate: cwt means 100 pounds in The United States, but 112 pounds in British territories.

Don't state temperatures in Fahrenheit, if only centigrade is understood: When I was in Montevideo, it was 42°C. How many know if that was hot?

The author

serves as chairman of the export committee of the Motor and Equipment Manufacturers Assn. of New York; chairman of the Philadelphia Regional Export Expansion Council; served as a member of the U.S. Trade Mission to Germany and of several advisory committees for the Department of Commerce. He has been a member for many years of the International Executives Association of N.Y. and is a member of the National Foreign Trade Council, Inc., of New York.

Must be fair

Are American companies fair in their dealings with their overseas connections? I hate to admit that I know of too many instances where the answer is "No." If you have an exclusive distributor, treat them as an exclusive distributor. Not only protect them, as I have already mentioned, but be fair to them should circumstances cause discontinuance of their services. No wonder some countries, in my opinion rightfully, have laws to protect their distributors from losing, without some compensation, the exclusive sales rights of a line on which they have built up the business.

English companies are more fair than American companies: In Jamaica, I know of a concern that had exclusive sales rights for a certain brand of motor oil. When the English company decided to put in a branch or subsidiary, instead of cutting off their Jamaican distributor immediately, they paid him, over a period of 5 years, a sum representing approximately the profit he would have made in selling their motor oil. The English concern was grateful to the distributor for having developed the sale of their product, and thought he was entitled to fair treatment.

"If I do too little, I lose the line—if I do too much, I lose it": Exclusive distributors of American products say this to me, and ask . . . "How do I know what to do? If I push the line and get terrific business, I will lose the line because the American company will set up a branch or subsidiary in my country. If I do too little, in their opinion, I will lose the line to someone else. Tell me how much I should do so that I will benefit by my efforts, and perhaps make up losses that I have suffered in the beginning years."

Things to do

Do's: Let me give you some do's.

Endeavor to write in the language of the buyer: In any event, you must write to Latin America (except Brazil) in Spanish.

Learn Spanish yourself: Any man, less than 30 years old, who expects to earn his livelihood out of export, should be willing to learn Spanish.

Have Spanish directions on your products: Don't tell me there is not enough room. In the automotive trade, wrong parts are shipped because there is no Spanish on any of the cartons or containers. Any company that has a worthwhile export business surely can, at no extra expense, show in Spanish and French, the name of their product, and condensed directions on how to use. Of course, if they have an entire Spanish container, like the food industry and others, that's better. The German, English, and other of America's competitors, are certainly supplying goods with Spanish names and directions, and America is losing out because of their unwillingness to do just that simple thing.

Make it easy for other export managers to help you: When an overseas buyer gives you the names of other American suppliers, do not write them a letter (requiring that they answer in a letter to you), asking for their experience, but prepare a practical questionnaire which is easy for them to fill in and return.

The above criticisms are not for those that do not deserve it, but they are for those that do. I hope I have helped. I hope that America will do better.

Commercial policies safeguard U.S. industry and agriculture—while promoting trade growth

Public hearings called for under farm legislation and Peril Point provisions; national security considerations impose restrictions

By Eugene M. Braderman
Director
Bureau of International Programs
(Fifth of a series)

the author

directs the Commerce Department's bureau concerned with fostering and promoting the foreign commerce and economic strength and security of the U.S. A native of Philadelphia, he has travelled widely and participated in a variety of U.S. special missions. As a career Civil Service economist, he has been concerned with international trade affairs for over 20 years.

Restrictions on the importation of agricultural products are imposed under the provisions of Section 22 of the Agricultural Adjustment Act of 1933, as amended. This Act authorizes the President to restrict, through the use of quantitative limitations or fees, imports which tend to render ineffective or materially interfere with any price support or other program relating to agricultural commodities undertaken by the Department of Agriculture. It is specifically provided that no trade agreement or other international agreement entered into at any time by the United States may be applied in a manner inconsistent with the requirements of Section 22.

The Secretary of Agriculture is authorized to conduct the study on his own initiative, or on the application of interested persons, to determine the extent of interference by an import. If he finds a conflict he advises the President who, if he agrees, orders the Tariff Commission to investigate and hold public hearings on the impact of such imports. The findings and recommendations of the Tariff Commission are forwarded to the President who, generally after seeking the advice of interested agencies, makes the final decision.

In the 1948 extension of the Trade Agreements Act, the Congress added a new feature which has come to be known as the peril point provision. This requires the Tariff Commission to make an investigation with respect to all commodities on which the President proposes to negotiate agreements and to specify rates of duties below which, in the Commission's judgment, tariffs could not be lowered without injury to a particular U.S. industry. Public hearings are required to be held to afford interested persons an opportunity to present their views to the Tariff Commission. Should negotiations be undertaken which lead to duty cuts below these points, the President is required to inform the Congress giving reasons for his action. In 1949 the Congress renewed the Trade Agreements Act without the peril point provision, but it was reinserted in the Extension Act of 1951. Since then, all negotiations have been preceeded by peril point findings.

In the Trade Expansion Act of 1962, the peril point provisions call for a more reasonable finding by the Tariff Commission. Instead of requiring a finding of a specific level below which U.S. tariff duties cannot be reduced without injury to domestic industry, the Tariff Commission, under the new trade bill, is required to determine the probable economic effects of modification of duties or other import restrictions, a broader and more plausible finding than previously required.

Security provision

An earlier national defense safeguard was covered by Section 8 of the Trade Agreements Extension Act of 1958. This section required the Director of the Office of Civil and Defense Mobilization (OCDM), on the request of any Government agency, on application by any interested party, or on his own motion, to investigate and determine the effects on the national security of imports of particular goods and to advise the President if he concluded that such articles were being imported in such quantities or under such circumstances as to threaten to impair the national security. Unless the President determined that the article was not being so imported, the law provided that he take such action and for such time as he deemed necessary to adjust the imports of such article and its derivatives so that they did not threaten to impair the national security.

The Office of Civil and Defense Mobilization, in undertaking its investigations, was required to seek information and advice from other appropriate departments and agencies. The Departments of State, Defense, and Commerce have been regularly called upon, and others, as the need required. Public hearings have been held at the discretion of the Director. This section of the Trade Agreement legislation would remain virtually the same under the new trade bill. The functions formerly vested in the Director, OCDM, would be administered by a successor —the Office of Emergency Planning.

Up to the present time harm to the national security has been found in only one case—that of oil imports. In this instance the President named a special Cabinet-level committee, under the chairmanship of the Secretary of Commerce, to investigate crude oil imports. In 1957 the Committee found that oil imports were having an adverse effect on U.S. exploration and drilling activities and a consequent harmful effect on national security. After unsuccessful experiments with voluntary controls to limit imports, a presidential proclamation in March 1959 set up a control mechanism in the Department of the Interior.

Anti-dumping duties

Commercial dumping and government subsidization of exports are closely related matters affecting international trade. The net effect of these practices is to reduce the price of commodities in an importing country below the price those commodities command in the exporting country or in other export markets. Low prices are generally desirable from the point of

view of an importing country. However, where lower prices on imports involve unfair and injurious competition to domestic producers it has long been the policy of the United States Government to impose anti-dumping or countervailing duties.

The Anti-dumping Act of 1921 provides for the assessment of a special duty when imports are found to have been sold in the United States market below "fair value" and when sales have caused or threaten injury to the competitive industries in the United States.

Under the Customs Simplification Act of 1954 the determination of injury is a responsibility of the Tariff Commission while the determination of fair value is left to the discretion of the Secretary of the Treasury.

Where lower prices are the result of the granting of an export subsidy by the government of the exporting country, the United States has usually resolved the matter by recourse to Section 303 of the Tariff Act of 1930 which provides for the imposition of countervailing duties.

Customs administration

Customs administration has an important effect on imports. It is a complicated and technical field and one which will not be discussed here in any detail. In recent years several Acts have been passed to simplify customs administration. In November 1960, the Tariff Commission released a study on tariff simplification which was made pursuant to the Customs Simplification Act of 1954. That Act had directed the Tariff Commission to submit to the President and to the Chairman of the House Ways and Means and the Senate Finance Committees a revision and consolidation of U.S. customs laws which would (1) establish schedules of tariff classifications which would be logical in arrangement and terminology, (2) eliminate anomalies and illogical results in classification of items, and (3) simplify the determination and application of tariff classifications. A new Tariff Classification Act, embodying these features of the Commission's revised tariff, has now been passed by Congress and will become effective on 1 January, 1963.

Buy American Policy

The Buy American Act was passed in 1933. It provides that U.S. Government agencies, in procuring supplies for public use at home, must buy them from domestic sources when available, unless the domestic supplier's price is "unreasonable" or unless a domestic purchase would be inconsistent with the public interest. Prior to 1954 some government agencies considered domestic bids as "unreasonable" only when they were 25 percent or more above foreign bids. There were variations in the interpretation of the Act and in the early 1950s growing criticism led to reconsideration of its terms and implications.

In December 1954 the President issued an Executive Order designed to make the application of the Buy American Act uniform within the Executive Branch. Executive Order No. 10582 sets forth the standards and procedures to be applied by Executive agencies to determine whether a domestic supplier's bid or offered price is unreasonable. This is determined to be the case if the bid exceeds either (1) the foreign bid or offered price (including applicable duty and cost after arrival in the United States) plus 6 percent, or (2) 10 percent of such bid exclusive of such duty and costs. Most agencies use the 6 percent test. Certain exceptions were provided, however. An agency may reject a foreign bid for reasons of national interest, to assist domestic small business firms, to promote production in areas of substantial unemployment, to protect national security interests, or in general when an agency considers a domestic price reasonable or domestic production in the public interest.

Procurement overseas

U.S. procurement policy overseas does not in fact stem from the Buy American Act, though in the minds of many such a relationship exists. In the period after World War II purchases under our economic assistance programs were generally based on a system of world-wide procurement-competitive bidding without regard to the nationality of the bidder. Other terms, such as "off-shore procurement," have been applied to aspects of this policy.

In 1959 the Development Loan Fund, now part of the Agency for International Development (AID), announced that "primary emphasis" would be placed on financing goods and services of domestic origin. This principle was extended to the foreign economic assistance programs of the International Cooperation Administration, now also part of AID, in late 1960. Present policies continue to place primary emphasis on the procurement of American goods. This applies to procurement for our military forces abroad as well as to our foreign economic assistance programs. While our procurement policy calls for primary emphasis on U.S. procurement, it does permit purchases in less developed areas and those countries in which we are engaged in a joint effort with the local governments to stimulate economic growth. For this reason, our current policy is sometimes called "limited world-wide procurement."

Current policies are designed to contribute to the establishment of a reasonable overall equilibrium in our balance of payments and to induce other industrialized countries to finance their own exports. Efforts are also being made in other ways to increase the contributions of capital exporting countries toward the development of less developed countries.

Commodity problems

U.S. concern with the production, supply and pricing of certain major commodities moving in international trade is not new. In the past this concern has caused our government to participate with other consuming and producing countries in agreements covering wheat and sugar and has led us to consult at regular intervals on problems involving other commodities such as tin and rubber.

Our government recognizes the difficulties of countries whose economic health depends on the export of one or a few primary commodities. Financial aid alone is not the answer to countries whose foreign exchange returns depend upon sales to the U.S. of two-thirds of copper production, one-third of tin production, or one-half of the coffee crop.

The U.S. has supported the establishment of three intersessional committees on expansion of international trade set up by the GATT in an effort to deal with the longer term problem of expanding commodity exports. The U.S. has become a member of the UN Commission on International Commodity Trade. The Commission is examining several aspects of the short-term problem of market instability; the way in which business cycles affect world commodity markets; and the potentialities of various national and international techniques for dealing with fluctuations in commodity markets, such as national buffer stocks, commodity study groups, and commodity agreements.

The United States, moreover, has stated that it is prepared to examine without preconception all methods for dealing with commodity stabilization problems including commodity agreements. There is a growing realization that the less developed countries, determined on the improvement of their economies, can not carry out their objectives when their export receipts from the sale of their primary products may fluctuate widely.

(This article, and subsequent parts of the series, are adapted from Volume 21, Number 4, of the Federal Bar Journal, and are printed with that publication's permission.)

World Bank operations net $100 million in fiscal '62

The International Bank for Reconstruction and Development (World Bank) has reported additions of $100.3 million to its reserves during the fiscal year ending June 30, 1962, raising its total reserves to $699.3 million.

Additions during the year were made up of $70.3 million in net earnings and loan commissions of $30 million. The earnings were placed in the Supplemental Reserve against losses on loans and the loan commissions were credited to the Special Reserve. These figures compare to net earnings of $63.2 million and loan commissions of $28.8 million in fiscal 1961. On June 30, 1962, the Supplemental Reserve totaled $475.7 million and the Special Reserve was $223.6 million.

Gross income, exclusive of loan commissions, was $188.3 million, compared with $166.6 million in the preceding year. Expenses, which included $99 million for interest on Bank borrowing and other financial expenses, totaled $118 million, compared with $103.4 million last year.

During the year the Bank made 29 loans totaling the equivalent of $882.3 million, bringing the gross total of loan commitments at June 30 to $6,672.8 million. Cancellations, repayments, sales of loans and exchange adjustments have lowered the amount of loans still outstanding to $4,665.4 million.

Disbursements were $485.4 million, bringing cumulative disbursements to $4,805.1 million on June 30, 1962.

During the fiscal year, Laos (with a capital subscription of $10 million), Liberia ($15 million), New Zealand ($166.7 million), Nepal ($10 million) and Cyprus ($15 million) became members of the Bank; the Dominican Republic was readmitted to membership in the Bank with a capital subscription of $8 million; Syria also resumed separate membership in the Bank, with a capital subscription of $20 million.

The Bank had 75 members with capital subscriptions totaling $20,484.8 million at the end of the 1962 fiscal year.

Buddhists pray for U.S. trade center success

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

During the opening ceremonies recently of the new United States Trade Center in Bangkok, Buddhist priests in saffron robes, bound together loosely but significantly by a string that looped and passed from one monk's fingers to another's, sat upright on a dais, chanting for success. It was seven o'clock in the morning, a religiously determined propitious hour, and the words of friendship from the American and Thai officials were happy talk from the only known podium in Thailand, borrowed from a Siamese Baptist Church.

Later, in front of the center on a thoroughfare christened New Road over a hundred years ago, there was a pageant.

Marty Taylor, the Pan American Airways resident in this community which 23 world airlines call a home away from home, nudged F. Bottger, the Danish head of the Oriental Machinery Stores. A whir of balloons soared skyward, set loose by Kai Kassem Sripayak, the Minister of Economic Affairs, as a gesture of hope and lofty aspirations. A powerful, wet splattering of holy water rained onto the building. Then came a buzz of Buddhist prayers and Oriental applause as Ambassador Kenneth Todd Young snipped the ribbon and the second United States Trade Center in the world officially opened.

It was still as early as the morning workouts at Belmont, but noses of little Thai youngsters pressed for spaces against the window.

Government guides were pushed to the wall as diplomats moved into the Center's three floors, and Thai officials, our embassy staff and those of us who journeyed this distance to represent the United States were inched away by the spectators.

This is America's second Trade Center. The only other is in London. New centers will be opened shortly in Tokyo and Frankfurt, and, gradually over a few years, if they prove sucessful, they'll multiply to maybe ten or eleven in the first go-round.

"We're on our second lap," said Economic Consular Tom Whittington following the center's first show. "Almost all of the equipment in the wood working exhibit was sold."

"Next, we'll show medical and hospital supplies. After that will be automotive service equipment."

The Thailand Center drips with American friendship for Southeast Asia in an overpowering monsoon of togetherness coupled with a demonstration of the good life of power tools and penicillin.

American Trade Centers bring a little bit of Georgia, Wisconsin and Pennsylvania to other lands. The London Center, which has already sold everything on the British Isles from men's pajamas to barbecue pits, is currently filled with drummers of ladies' handbags.

The Bangkok Trade Center will increase United States trade with Southeast Asia with ever-changing exhibits of all the best in American manufacture.

Over 100 U.S. companies show wares in Chicago at international fair

Attendance reaches 400,000 as of Aug. 6; officials pleased with sales; 25 nations operate pavilions

A total of 112 U.S. companies exhibited their products and services side by side with those of 25 other nations at the 4th Chicago International Trade Fair.

The fair, held July 25-Aug. 12, had attracted over 405,150 visitors and buyers through Aug. 6. A total of 750,000 were expected to attend the 19-day exposition. Approximately 30,000 buyers were expected.

Sales figures were not available as of Aug. 4. Fair officials, however, said they were pleased with the progress made in both the exhibition area and the world market section. The world market section, the only area where visitors could buy on a retail basis, enjoyed "tremendous success" in sales, fair authorities stated.

Last year's exhibition, held for the first time in air-conditioned McCormick Place, was visited by 653,169 persons, 29,300 of them buyers.

A key feature of this year's fair was the Chicago International Open House, featuring special industrial and commercial tours, plant visits, meetings, seminars and gatherings in private homes for overseas visitors and their families.

For the first time the U.S. pavilion presented a subdivision of products on display. Exhibitors of consumer products were in one section and exhibitors of industrial goods were in another.

Also new this year was the New Products Section of the U.S. pavilion, an area which provided a showcase for many new U.S. products.

Model home exhibited

Another highlight of the U.S. pavilion was a large exhibit by the American Institute of Design—a series of 20 model rooms which exhibited new and attractive living quarters to fairgoers. The rooms formed a complete home, with kitchen, bedroom, living room, den, bathroom and dining room on display. The newest styles in furnishings, colors, fabrics, and styles and placement of furniture were shown.

Fair officials pointed out that the Chicago International Trade Fair has experienced a different evolution than European expositions. Most of the European fairs began as general domestic exhibitions, with the international side being added later.

The Chicago fair, however, began in just the opposite way. As more and more U.S. manufacturers realized the opportunities available to them in exhibiting their products to both domestic and foreign buyers this fair's domestic section evolved.

At total of 25 nations operated pavilions, 6 of them for the first time in Chicago—Brazil, Bulgaria, Chad, Colombia, Ecuador and Malaya.

Other nations included Austria, Canada (British Columbia), Finland, France, Germany, Greece, Israel, Italy, Japan, Lebanon, Lithuania, Mexico, Peru, the Philippines, Poland, Spain, Taiwan, the United Arab Republic (Egypt), and Yugoslavia.

Trade fairs good business

How does exhibiting at trade fairs help U.S. businesses in their export operations?

One way is intramural trade, when a U.S. company exhibits a product at the fair and a foreign national buys it on the spot.

An example of this occurred at the Chicago International Trade Fair when a well-known midwestern firm exhibited an expensive motorboat for the first time. It took the fancy of the director of a pavilion from a large African country who announced, pending approval of his government, he would buy it and ship it back to Africa.

U.S. participation in Leipzig fair to be discouraged

Government will not approve export license applications

The U.S. Government is continuing its policy to discourage American business, including foreign subsidiaries and affiliates, from participating in or attending the annual trade fair in Leipzig, in the Soviet-occupied zone of Germany. The Fair is scheduled to be held Sept. 2-9.

Applications for licenses to export commodities for exhibit at the Fair will be disapproved by the Commerce Department's Office of Export Control. In addition, requests for authorization to reexport U.S.-origin commodities for exhibition at the Fair will be rejected.

This policy was instituted last year in view of the international tension over Berlin resulting from Soviet induced pressures. Since the United States does not recognize the East German regime, it is unable to extend normal consular protection to U.S. citizens who are in East Germany.

Moreover, East German officials have attempted to exploit for political purposes the presence of U.S. businessmen at Leipzig fairs.

The Department also pointed out that the Soviet zone's serious economic problems and limited foreign exchange position have resulted in decreased business for Western businessmen at recent Leipzig trade fairs.

Quarterly index available for International Commerce

A quarterly index of articles appearing in INTERNATIONAL COMMERCE and Foreign Commerce Weekly for the period April 1-June 30, 1962 has been issued by the Department of Commerce. It can be obtained without charge from any of the Department's field offices, or by writing direct to the publication office, Dept. of Commerce, Washington 25, D.C.

Articles in the 4-page booklet are classified by subject country, and identified by issue and page number. The index will not be published in the magazine.

SAYS EXPORT EXPANSION COUNCIL HEAD

U.S. firms who do nothing about selling abroad criticized for indifference

96% of U.S. companies 'passing up sales' Hurley says; welcomes back Germany, U.K. missions

National Export Expansion Council Chairman Neil C. Hurley, Jr. told approximately 300 businessmen and government officials in Chicago Aug. 3 that U.S. firms who don't take advantage of export opportunities available to them are not doing their job well.

"The operating head of any company who does not do something about the export opportunities for his business is doing a bad job even if he is an auctioneer, a paper hanger, brewer, or what have you," he said.

Hurley said such a man is as wrong as a sales manager who would not try to sell on the east coast because "the transportation was higher than in his own neighborhood."

He made his remarks at a luncheon on Export Day at the 1962 Chicago International Trade Fair. At the same time he welcomed back 2 U.S. trade missions—one to the United Kingdom, the other to West Germany.

Hurley, who is chairman of Thor Power Tool Co. of Aurora, Ill., told the businessmen and government officials that there is "something strange" going on in this country. He went on to say that 96% of U.S. businesses are "indifferently passing up sales" by making no export effort "and are leaving the problem of getting American goods into foreign lands, if they leave it to anybody, to government or our chambers of commerce and trade associations."

The NEEC chairman said businesses "are content to exhibit at trade centers or trade fairs, to sell when such patriotic men as these of our trade missions return with offers to buy, but most businessmen have been unwilling, for one reason or another, to do the job by themselves for the benefit of their own companies, their shareholders, their employees and their own welfare."

He emphasized this further by saying that it shouldn't be necessary, "but it is," for the President to pin "E" awards on lapels of business men "who have simply gone out and accomplished what every business leader should be expected to do or be judged a failure by his own shareholders if he did not."

He said it should not be necessary for Government to hold the manufacturer by the hand and lead him into the "lush, bright, glittering land" of world trade and new markets.

"Any business executive doing an able, competent job should see the opportunities that await him abroad and leap to them."

Hurley stated that the problem this country has in world trade "is to explain to the U.S. manufacturer who wears British woolens, topped off with ties of Italian silk and handkerchiefs of Irish linen, who drinks Scotch whiskey . . . has a small British or Italian motor car for his second automobile and fills it with gasoline from the Middle East, that it's possible for him to sell his product to the same people from whom he buys his coffee."

Hurley told his audience the two biggest obstacles to selling abroad are:

1. The "illusion of the average man that we are already doing it."

2. The fear of the businessman "who can market a zillion electric tooth brushes or automatic can openers in Pennsylvania, Ohio, or Georgia to trade in unfamiliar markets where the language barrier is greater than for a Chicagoan in Massachusetts or Mississippi.

He said the United States is the world's largest exporter but "only because we are the world's largest entity. " He added that 4% of U.S. manufacturers engage in export "as against 16% in England, 17% in West Germany and over 30% in Holland."

Dislikes percentages

Hurley said he disliked the use of percentages in discussing America's role in economic affairs throughout the world. "I think, however, that 4% is too low. I thing 8% is too low and I think 12% is too low."

"And every other trading nation in the world thinks it is low, too, because they are already doing more than this."

Hurley stated that the problem is "to get all American businessmen to do something about this, to realize that it is easier to actually do business in Frankfurt, Germany, than it is in Frankfort, Indiana. There are thousands of patriotic Americans," he said, "giving of their time for no other purpose than to help other businessmen, to help other companies make more money, to aid them in paying greater dividends and to employ more people.

"It's all wrapped up in a neat package," he said.

"But," he went on, "someone has to bring these businessmen into the economic atmosphere of world trading.

"People like members of these trade missions, the export expansion councils, the 34 Field Offices of the U.S. Department of Commerce, chambers of commerce, practically everybody wants to do nothing more than make every American business greater through a large and active participation of the available markets of the world," Hurley stated.

Lock the doors, too many customers

The approximately 300 businessmen and government officials at the Export Day luncheon in Chicago heard Neil C. Hurley, Jr. describe one instance of the popularity of American goods abroad.

"I was in Bangkok in May," he said, "where as the representative of the Secretary of Commerce, I participated in a ceremony opening our U.S. Trade Center. It was almost necessary to lock the doors to keep the Thai people from coming in to see the American products.

"We actually became alarmed over the possibilities of fire or danger of people being crushed. This is true everyplace where an American exhibit is opened."

Water treatment plant bids invited by Nigeria

The Government of Northern Nigeria is inviting bids for supply, delivery, and erection of equipment for a 4.8 M.G.D. water treatment plant and pumping plant at Kaduna.

Contracts will not include the concrete and building work, which will be carried under a separate contract.

Tenders are to be submitted as follows:

Contract NNTB 21/62-63: Water treatment plant equipment, including sedimentation and clarification tanks; chemical mixing and feeding; and filters, filter cleaning, and sterilization equipment; bid deadline Aug. 20.

Contract NNTB 22/62-63: Pumping plant equipment, including raw water pumps, bandscreens, treated water pumps, pipework and valves, switchgear and wiring, automatic controls, standby diesel engines, lifting tackle, and other auxiliary equipment; bid deadline Sept. 17.

Tender documents, in duplicate, may be obtained from the consulting engineers, Messrs. Scott & Wilson, Kirkpatrick & Partners, P.O. Box 192, Kaduna, Northern Nigeria, or 47 Victoria St., London, S.W.1, for £30 Nigerian currency in a banker's draft only on Barclays Bank D.C.O. Kaduna, payable to the Government of Northern Nigeria for each contract.

Deposit will be refunded on receipt of a bona fide tender.

Tenders in sealed packages in accordance with instructions should be submitted to the Secretary, Northern Nigeria Tenders Board, Ministry of Finance, Private Mail Bag 2008, Kaduna, Northern Nigeria.

Pakistan requests bids for electrical apparatus

A foreign trade opportunity in electrical testing apparatus has opened for U.S. bidders as follows:

Tender 676-DS-DCR-378: electron tube tester, 1 unit, with the following principal characteristics: capable of operation from both 100-120 and 200-260 v. a.c., 50-60 c. power source; voltage regulated; anode voltage to 400 v.; screen voltage up to 300 v.; negative grid bias up to 100 v.; heater up to 120 v.; amenable to plotting of complete family of curves—Va/Ia, Ia/Vs, Vg/Is. Bid deadline Aug. 20.

Interested firms may submit bids to Director Stores, Electricity WAPDA, Bharat Bldg., Lahore, Pakistan.

Belgium seeking electric equipment

Over $1 million annually to be spent for network, lighting, hydroelectric works

A Belgian company has announced its intention to purchase annually over $1 million worth of various electrical equipment and cable for use by its subsidiary in Léopoldville, Republic of the Congo.

Colectric has submitted as follows a list of materials to be used for an electrical distribution network, public lighting, and hydroelectric works.

Cables, electric; capacitors; circuit breakers; controls, electric motors; electric distribution systems and equipment; frequency meters; fuses; household appliances; instrument set recorders; lamps, fluorescent, incandescent; lamps, mercury. Pipes, tubes, metal; pipes, tubes, plastic; street lighting fixtures and poles; regulators, voltage; relays, electric; resistors; switches, electric; transformers, electric; watthour meters; wire, electric.

The firm states that the present exchange situation and the AID requirements for purchase of U.S. goods make it necessary to procure these materials from U.S. suppliers.

Colectric would like to receive catalogs, price lists, and other pertinent information, including delivery times and discounts for volume orders.

It specifies the need for illustrated catalogs, particularly because of the language barrier and the desire to check visually the suitability of the product offered.

The parent company in Belgium has retained control over these purchases for their subsidiary in the Congo.

A World Trade Directory report is being prepared, and factors available indicate that it will be favorable.

U.S. firms should send their inquiries, catalogs and price lists to Compagnie Africaine d'Electricite (Colectric), Société Anonyme, 5 rue de la Science, Brussels 4.

FARM EXPORTS UP

U.S. Agricultural exports set new records in both value and volume in fiscal year ending June 30th. Up 4% to a total estimated at $5.1 billion, says the Department of Agriculture.

Philippines invites bids for construction equipment

The Republic of the Philippines is inviting bids for supply of a power shovel, 2½ cu. yd.; a crawler tractor with angling dozer; 2 sets of deep hole percussion drills, 4½-in. cylinder bore; 3 units of rear dump trucks, quarry body, 27 tons; and rock grapple, 12 tons.

Bids should be sent sealed, on forms to be furnished by the D.P.W.C. Foreign Loan Unit, Embassy of the Philippines, 1617 Mass. Ave., NW., Washington, D.C., to the Embassy's Committee on Prequalification, Bidding and Award—c.i.f. Manila, bid deadline 10 a.m. Sept. 4 (EST).

Procurement of these commodities will be paid out of the credit line extended by Eximbank of Washington for the improvement and development of Manila harbor.

Interested parties must be prequalified before they can be issued invitations to bid—application for which must be submitted by Aug. 24.

Information on application for prequalification, bid bond, plans and specifications, proposal form, and other prerequisites may be obtained from Jose S. Arvisu, authorized representative of the secretary, Embassy of the Philippines.

Iraq invites tenders for tetraethyl lead

The Director General of the Government Oil Refineries Administration in the Ministry of Oil is inviting bids until Sept. 1 for supply of 600 drums (about 700 pounds net weight each) of tetraethyl lead (T.E.L.) in accordance with terms and specifications of tender 26/62.

Tender documents may be obtained from Government Oil Refineries Administration, Baghdad, for $2.80 a copy, return postage free.

Copies of the tender are available for loan from Chemical & Rubber Division, BDSA, Department of Commerce, Washington 25, D.C. Telephone WOrth 7-2090. (INTERNATIONAL COMMERCE, Aug. 6, p. 29).

LESS POTTERY IMPORTED

The U.S. is buying less household pottery from abroad, the Department of Commerce reports. 1961 imports totaled 17.3 million dozen pieces, down 10% from 1960.

Australia invites bids for generator transformers

Bids are being invited for supply, erection, and testing of two 400 mv.-a., 3-phase, 17.5/348 kv. generator transformers for installation at the new Munmorah power station.

Two separate tenders are to be submitted for transformers with OFB or OFW cooling (ON rating, if any, to be stated) and transformers with ON/OFB or ON/OFW cooling (the ON rating required being 50% with an oil temperature increase not exceeding 60° C).

Tenders for transformers with water cooling will be increased by $2,700 to cover the cost of installing the necessary plumbing for the cooling water.

Alternative tenders for six 133 mv.-a. single-phase transformers will also be considered.

Such bids will be increased by $99,000 to cover the cost of additional foundations and phase isolated bus ducting.

Bids should reach Manager & Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sidney, N.S.W., by 3 p.m. Sept. 3.

Copies of plans, specifications, and later amendments for the contract (1281) are available on loan from Power & Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C.

Altimeters, cameras, photo equipment sought by India

The Government of India is inviting bids for products of American design and manufacture and U.S.-made equivalents of specified foreign design and manufacture.

Commodities and quantities desired are as follows:

Tender inquiry SE-539/M, bid deadline Sept. 12: Microptic alidades, 30; universal pocket transits, 350; aneroid altimeters, 45; twin-reflex cameras, 215; range finders, 5.

Tender inquiry SE-541/M, bid deadline Sept. 14: Mechanical triangulation kits, 2; aerial triangulation equipment, 1; photogrammetric processing equipment, 2; round screen (133 lines) for photoprocess, 1; flat screen (100 lines) for photoprocess, 1; photoprocess printing frame, 1; dark slides for process camera, 1; portable calculator, 3-row keyboard, 1; rotary plate holder, 1; electric saw, 1; wire-stitching machine, 1; electric grinding machine, 1; arc lamp for metal printing, 1.

Bids, including relevant tender inquiry numbers, should be submitted to India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.—where tender forms, including specifications, may be obtained free.

Tunisia invites tenders for steel plant construction

The Government of Tunisia is inviting international bids for construction of a steel plant at Menzel Bourguiba, a suburb of Bizerte.

The project includes a blast furnace, coke ovens, steel furnace, copper plating plant, cast iron works, and rolling mill.

The blast furnace capacity is to be about 65,000 metric tons annually and the steel furnace about 75,000 tons.

Bidders may submit offers for one or more of the proposed installations.

Tenders for related lesser installations will be issued later.

Offers, plus five copies, should be submitted, in French, by Nov. 15 to L'Administration du Secretariate d'Etat au Plan et aux Finance, Tunis.

Offers, plus five copies should be submitted, in French, by Nov. 15 to L'Administration du Secretariate d'Etat au Plan et aux Finance, Tunis.

The envelope should be plainly marked "Document d'Offre Project d'Usine Siderurgique de Menzel Bourguiba."

Bids will be opened Nov. 22, method of financing not stated.

A single copy of the specifications and the call for bids, in French, is available on loan from Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Colombia requests bids for three generators

Colombia is requesting bids for three generators, each 62,500 kv.-a. at 0.8 load factor, 13,800 v., 514 r.p.m., 60 c.

Bids should be submitted to Empresa de Energia Electrica de Bogotá, Aptdo. Aerco 4453, Bogotá—also where specifications may be obtained free.

Bid deadline is Oct. 15.

The project is IBRD financed.

Syria requests offers for engineering services

The Syrian Arab Republic is inviting offers from engineering firms for technical services in connection with the exploitation of newly discovered phosphate deposits in Syria.

Services wanted include market research concerning phosphate rock and phosphate rock products for local use and export; studies on available phosphate rock to enable design of full-scale concentrating plant; recommendations covering mining and processing of the rock; design of plant and equipment; supervision of contractor's work on site; training of local personnel; starting operation and associated work.

In general, offers should cover all phases of consulting engineering services required for the economic and efficient exploitation of the phosphate rock deposit.

Offers should reach the General Organization for Executing Industrial Projects, P.O. Box 2493, Damascus, by Sept. 1.

A copy of the invitation, containing additional information, is available on loan from the Trade Opportunities Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.

U.A.R. invites tenders for petroleum products

Cairo is inviting bids for supply of its P.O.L. requirements and exportation of its surplus petroleum products during 1963.

The tender calls for the supply and delivery of approx. 4,200,000 metric tons of crude oil, 120,000 metric tons of gas oil, 30,000 metric tons of heavy gas oil, 52,800 metric tons of lubricating oil, 375 metric tons of tetraethyl lead, sizable quantities of steel sheet to manufacture drums and containers, and the exportation of 4,800,000 metric tons of crude oil, 100,000 metric tons of gasoline, and 25,000 metric tons of asphalt.

Bids should reach General Manager, Egyptian General Petroleum Corp., 44 El-Missaha St., Dokki, Cairo, by Sept. 3.

Tender documents may be obtained on request from the corporation, and a single copy of the terms and conditions of tender is available on loan from the Trade Opportunities Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commedical Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Ecuador

Otters, 10 pairs of males, females. Raoul Fiallo Silva (farmer), Calle Mariano Acosta 952, Ibarra.

200 Food

Singapore

Canned food products. New Great Wall Co. (importing distributor, manufacturer's agent), 49 Middle Rd., Singapore 7. WTD 7/13/62.

Venezuela

All types of canned foods except milk; requests replies in Spanish. Drocosca C.A. (importing distributor), Centro Comercial Bonplan, Calle Bonplan, Bello Monte, Caracas. WTD 4/30/62.

201 Meat Products

Cyprus

★★ Canned, frozen meats. George S. Galatariotis, P.O. Box 547, Nicosia.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Cyprus

★★ Line of canned foods. George S. Galatariotis, P.O. Box 547, Nicosia.

208 Beverage Industry Products

Cyprus

★★ Full line of alcoholic beverages. Francoudi-Stephanou, Ltd., Evagoras Ave., Famagusta.

209 Miscellaneous Food Preparations, Related Products

Cyprus

★★ Various fats, oils. Basilios K. Petridis, P.O. Box 59, Limassol.

★★ Edible oils of all kinds. George S. Galatariotis, P.O. Box 547, Nicosia.

220 Textile Mill Products

Rhodesia, Nyasaland

Fabrics suitable for folding steel furniture. Irvine Industries (Pvt.), Ltd. (manufacturer), P.O. Box 8225, Belmont, Bulawayo, Southern Rhodesia. WTD 6/21/62.

221 Broad Woven Fabric Mill, Cotton Products

Cyprus

★★ Cotton print material. Vourkas Fabric, 29 Fr. Roosevelt St., Famagusta. NCIA.

222 Broad Woven Fabric Mill Products; Manmade Fiber, Silk

Cyprus

★★ Nylon fabric for underwear, bathing suits, nylon fishing nets. Vourkas Fabric, 29 Fr. Roosevelt St., Famagusta. NCIA.

223 Broad Woven Fabric Mill Products, Wool

Cyprus

★★ Sharkskin material suitable for men's suiting, other wool fabrics. Agathangelos Onissiforou & Sons, Larnaca.

224 Narrow Fabric, Other Smallwares Mill Products

Australia

Ships indicator cord with copper center. M. J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., Melbourne, Victoria. WTD 5/11/62.

229 Miscellaneous Textile Goods

Cyprus

★★ Foam rubber on fabric for use in brassiere industry. Agathangelos Onissiforou & Sons, Larnaca.

230 Apparel

Kenya

Men's clothing, all types of garments. Khandwalla & Co. (retailer), P.O. Box 2395, Mombasa. WTD 6/19/62.

Switzerland

Sport clothing for ladies, men, children. Direct purchase and agent. H. Gautschi (importing distributor, agent), Berneckstr. 2, St. Gall. WTD 6/28/62.

238 Miscellaneous Apparel, Accessories

Cyprus

★★ Swim suits John N. Christofides, P.O. Box 629, Nicosia.

242 Sawmill, Planing Mill Products

Rhodesia, Nyasaland

Floor covering materials of all types. Shire Trading Co., Ltd. (importing distributor), P.O. Box 491, Limbe, Nyasaland. WTD 6/29/62.

249 Miscellaneous Wood Products

Australia

Wood (ash) boat oars. M. J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., Melbourne, Victoria. WTD 5/11/62.

Ax handles made of hickory, 32 in., all grades. Direct purchase and agency. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria, N.S.W. WTD 7/6/62.

Cyprus

★★ Beehives, bee equipment. Kissonergis & Papamichael, 92 Phaneromeni St., Nicosia.

259 Miscellaneous Furniture, Fixtures

Australia

Ship's rimlocks, furniture. M.J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., Melbourne, Victoria. WTD 5/11/62.

262 Paper Mill, Except Building Paper Mill, Products

El Salvador

● Manila paper, 25,000 sheets; tender 114 (62); comptometer paper, 6,000 rolls; tender 116 (62); bid deadline Aug. 22. Oficinas de esta Proveeduria, Ave. Espana 613, San Salvador. Specifications in Spanish. ★ (Telephone: WOrth 7-4138)

Viet-Nam

● Teletype paper, unprinted, 2,000 bobbins 210 x 90 x 25 mm; 3,000 bobbins 210 x 90 x 25 mm. Invitation 0597-09072. Bid deadline Aug. 17. Cable bids accepted if formal bid airmailed simultaneously; cable stating price and fact that formal bid has been airmailed. Central Purchasing Authority, P.O. Box H-5, Saigon, Vietnam. (Cable: MAIDICH, Saigon). Specifications in French. ★ (Telephone: WOrth 7-4138)

264 Converted Paper, Paperboard Products

Australia

Ships' indicator paper. M.J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., Melbourne, Victoria. WTD 5/11/62.

El Salvador

● Envelopes, white, 1 million; tender 112 (62), bid deadline Aug. 21. Oficinas de esta Proveeduria, Ave. Espana 613, San Salvador, El Salvador. Specifications in Spanish. ★ (Telephone: WOrth 7-4138)

Japan

Packaging materials, adhesive tapes. Showa Trading Co., Ltd. (importer, exporter, wholesaler, manufacturer), 46 Edobori-Kami-dori 2-chome, Osaka. WTD 7/5/62.

275 Commercial Printing, Lithographic

Iraq

● Tinplate, lithographed, 26 x 20⅝ in. x 31 B.G., electrolytic, 0.25 lb. coating, 100 lb. weight basis, 72,000 sheets, lithographed on one side with ¼ imperial gal. regular motor oil design, white strips, green coating, red print, strip varnished, reverse side plain, 6 blanks per sheet. Spec. 29/62. Bid deadline Sept. 11. Terms, specifications available from Government Oil Refineries Administration, Ministry of Oil, Baghdad, for $2.80. ★ (Telephone: WO 7-2363)

281 Industrial Chemicals

Australia

Rust inhibitor with zinc base. M.J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., Melbourne, Victoria. WTD 5/11/62.

Ceylon

● Sulfuric acid, electrolyte (battery acid), 6,840 imperial gal.; specific gravity 1.395; bid deadline Sept. 12. Chairman, Tender Board, Ceylon Transportation Board, Kirula Rd., Narahenpita, Colombo, Ceylon. ★ (Telephone: WOrth 7-3468)

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Ester gum resins, unprocessed; styrene resins, polymerized mixed resins with 60% and more styrene; alkyd resins, unmodified and modified, excluding films, foils, laminated products; vinyl resins, vinyl mixed resins, unprocessed, noncompound; tar acid resins, unprocessed, excluding films, foils, laminated products; urea formaldehyde, melamine formaldehyde, other amino resins, unprocessed, excluding films, foils, laminated products; polyethylene resins, unprocessed, semiprocessed, excluding films, foils, laminated products; other unprocessed synthetic resins; ion exchanger resins. Direct purchase and agency. Bassermann & Co. (manufacturer, manufacturer's agent, wholesaler, importer, exporter), E4, 406, Mannheim. WTD 6/26/62.

Ireland

Acrylic sheet; possibly 10 tons yearly, c.i.f. Dublin prices. Midland Industries (manufacturer), 1 Oliver Plunkett St., Mullingar, Co. Westmeath.

Netherlands

Organosol; PVC copolymer, in sheets, thickness over 3 mm., black or dark gray. Metallic Industry N.V. (importing distributor), 14 Industrieweg, Loosdrecht.

283 Drugs

San Salvador

● Sodium benzoate, sodium phenobarbitol, phenobarbitol; pharmaceutical grade; tender 121 (62), bid deadline Aug. 23. Government of San Salvador. Specifications in Spanish. ★ (Telephone: WO. 7-2239)

283 Drugs

Tanganyika

Medicines, chemists' sundries. Direct purchase and agency. Gandhi Medical Hall, Ltd. (importing distributor), P.O. Box 69, Dar es Salaam. WTD 7/5/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Cyprus

★★ Complete line of cosmetics. Lefkios Cacoyannis, 87-A St. Andrew St., Limassol.

Denmark

Cosmetics for department store sale. Erling Kiorboe (importing distributor, manufacturer), 19 Manenvej, Birkerod. WTD 7/13/62.

Germany

Auto body cleaning compounds, auto tire cleaners; requests replies in German. Direct purchase and agency. Adolf Beck, Inhaber Rudolf Bayer (importer, exporter, wholesaler, sales agent), 14 Alexanderstr., Esslingen a. Neckar.

Singapore

Cosmetics, shampoos, powder puffs, related lines. New Great Wall Co. (importing distributor, manufacturer's agent), 49 Middle Rd., Singapore 7. WTD 7/13/62.

Tanganyika

Cosmetics. Direct purchase and agency. Gandhi Medical Hall, Ltd. (importing distributor), P.O. Box 69, Dar es Salaam. WTD 7/5/62.

287 Agricultural Chemicals

Cyprus

★★ Fertilizers including diammonium phosphate. Ntinos A. Nicolaides, P.O. Box 143, Famagusta.

★★ Agricultural insecticides. Tamasos Stores, P.O. Box 175, Limassol.

Pakistan

Fertilizers, insecticides. Direct purchase and agency. Deens (manufacturer's agent), 9 McLeod Rd., Lahore. WTD 7/18/62.

289 Miscellaneous Chemicals

Spain

Carbon black. Direct purchase and agency. Incogra, S.L. (importer, exporter, wholesaler), P.O. Box 317 or Idiaquez 12, San Sebastian, Guipuzcoa.

302 Footwear

Iraq

● Footwear, 10,000 pairs of white canvas shoes, 500 pairs of rubber boots; tender supply 52/62. Bid deadline Sept. 5. Director of Contracts & Purchases, Ministry of Defense, Government of Iraq, Baghdad. ★

307 Miscellaneous Plastics Products

Canada

Plastic shielding for incandescent, fluorescent lighting fixtures, top quality, gross to car load lots. B.C. Fluorescent Sales & Service, Ltd. (importer, wholesaler, retailer), 2990 Nanaimo St., Vancouver 2, B.C. WTD 7/16/62.

Germany

Plastics sliding parts: Friction bearings, sliding pads, sliding guides. Gleitstoff-Gesellschaft Dipl. Ing. Schueder & Co. (manufacturer, distributor), 46 Bachstr., Duesseldorf. WTD 6/14/62.

Ireland

Plastic spray guns for glass, plastic bottles for spraying insecticides. Direct purchase and agency. Star Plastic Co., Ltd. (manufacturer), Ballyconnell, Co. Cavan. WTD 7/17/62.

317 Handbags, Other Personal Leather Goods

Germany

Leather watch bands; requests replies in German. Peter Muenster KG (wholesaler, sales agent), 11 Spreestr., Darmstadt.

321 Flat Glass

Rhodesia, Nyasaland

Glass for building construction. Shire Trading Co., Ltd. (importing distributor), P.O. Box 491, Limbe, Nyasaland. WTD 6/29/62.

322 Glass, Glassware

Australia

Gift store lines of glassware. Direct purchase and agency. Arthur Feith & Co. (importer, manufacturer's agent), 9 Queen St., Melbourne, Victoria. WTD 5/28/62.

Canada

Top quality glassware for incandescent, fluorescent lighting fixtures; gross to car load lots. B.C. Fluorescent Sales & Service, Ltd. (importer, wholesaler, retailer), 2990 Nanaimo St., Vancouver 2, B.C. WTD 7/16/62.

Germany

Household glassware, especially glasses; requests replies in German. J.G. Lorey Sohn Nachf. (importer, retailer), 16 Schillerstr., Frankfurt/Main.

326 Pottery

Australia

Gift store lines of pottery, chinaware. Direct purchase and agency. Arthur Feith & Co. (importer, manufacturer's agent), 9 Queen St., Melbourne, Victoria. WTD 5/28/62.

331 Steel Mill Products

Australia

Flexible, multistrand stainless wire rope, galvanized flexible wire rope; chain, electric welded ⅝-1 in. M.J. Meehan Pty.,

Ltd. (general ship chandler, importer), 257 City Rd., South Melbourne, Victoria. WTD 5/11/62.

Ireland

Steel, rolled sections, to British standard sizes, BS-15. Keenan Bros., Ltd. (manufacturer), Bagenalstown, Co. Carlow.

Pakistan

☆ Electric resistance welded cold rolled, flash-in mechanical steel tubing, annealed, oiled inside and outside for 24 in. Gents popular model bicycles, in cut lengths and sets, packed in wooden cases; mild steel round bars, bright drawn, bright steel spring wire, mild steel bright wire, cold rolled close annealed mild steel strips, bright cold rolled close annealed mild steel strips, cold rolled close annealed mild steel sheets, cold drawn steel flats, bright steel spring strips. Loan 7; U.S. source. S/A RM 031432. Credit amount, $78,750. Bid deadline Aug. 25. Capital Industries, Ltd., Ahmad (Luxmi) Bldg., McLeod Rd., Lahore. Cable: EAGLECYCLE, Lahore. ★

☆ All bright electrolytic tinplate waste waste, 18 x 24 in. and larger but not exceeding 34 x 34 in. assorted to size and gage, basis weights, about ⅜ of quantity in 95 lb. and about ½ in 100 lb. with tolerance 1 basic weight up or down but exercise of tolerance to be limited to shipment of absolute min. quantities: no sheets with sample holes, crinkled, welded, buckled, or matte finish to be shipped, base weights guaranteed as per packing slips and in containers, about 3,000 lb. Loan 7; U.S. source. S/A RM 039176. Credit amount, $9,072. Bid deadline Aug. 30. Sterling Plywood Products, Ltd., Quaide-Millat Rd., Chittagong. Cable: PLANTERS.

☆ Standard quality prime mild steel billets, according to standard S.A.E. 1020, giving 28/33 tons tensile per sq. in., 20% min. elongation; each piece heat marked with works test certificate, lengths of 18 ft. and above; size 50 x 50 mm. sq. Loan 7; U.S. source. S/A RM 025244. Credit amount, $194,040. Bid deadline Aug. 25. Frontier Industries, Ltd., Pul Pukhta, Peshawar. Cable: FROIN, Peshawar.

☆ Galvanized steel plain sheets, commercial quality, 1.25 oz. zinc coating on both sides, BG 24, 26, 28, 30; mild steel wire, open hearth grade, soft temper, commercial quality, in gages 4-12. Loan 7; U.S. source. S/A RM 033154. Credit amount, $5,250. Bid deadline Sept. 3. Waheed & Co., Taj Mohammed St., Karachi 2.

☆ Electrolytic tinplate, cobbles and culls, 30 gage and lighter, assorted or unassorted to gage and size; electrolytic tinplate waste waste, assorted or unassorted to size and gage; electrolytic tinplate strips; tinplate strips; tinplate misprints; galvanized plain sheets. Loan 7; U.S. source. S/A RM 038916. Credit amount, $7,440. Bid deadline Sept. 5. Dacca Metal Industries, Ltd., 34 Rebati Mohan Dass Rd., Dacca, East. Cable: DACMETAL, Dacca. ★

☆ Prime quality mild steel billets, re-rolling quality, per specification SAE 1020, lengths of 18 ft. and above, heat mark on each billet, with mill's test certificate, 2 x 2 in. (preferred) and 2½ x 2½ in. only, round cornered. Loan 7; U.S. source. S/A RM 038929. Credit amount, $60,925. Bid deadline Sept. 7. Malik Rerolling Mills, Ltd., Jogendra Ghuha Rd., Chittagong. Cable: HAZARCO, Chittagong.

☆ Stainless steel, 18, 20, 22, 24 gage; pig iron; mild steel round bars; mild steel plate; special steel. Loan 7; U.S. source. S/A RM 038904. Credit amount, $41,344. Bid deadline Sept. 5. Tejgaon Engineering Co., Ltd., 275 Tejgaon Industrial Area, Dacca. Cable: ALUMINUM. ★

☆ Galvanized plain sheets, 1.25 oz. zinc coating, prime quality, 16, 18, 24, 28, 30, 31, 34 gage; black steel sheets, prime quality, 24, 26 BG; galvanized steel wire, prime quality, low carbon, round size, 4, 6, 8, 12, 22, 24 gage. Loan 7; U.S. source. S/A RM 038896. Credit amount, $6,578. Bid deadline Aug. 30. Mohajereen Engineering Works, Bibirhat, West Sholassahar, Chittagong.

☆ Mild steel billets, 2 x 2 in. prime quality, tensile strength 28/32, standard lengths 16/20 ft. with 10% short, up to 10 ft., elongation 20%, heat number stamped on each length with works test certificate. Loan 7; U.S. source. S/A RM 038898. Credit amount, $48,132. Bid deadline Aug. 30. Bengal Metal Industries, 91 Nawabpur Rd., Dacca.

☆ Steel tubing for cycle industries; mild steel strip; mild steel plates, sheets; mild steel rod, mild steel wire, spring wire; special alloy, carbon steel. Loan 7; U.S. source. S/A RM 030959. Credit amount, $157,500. Bid deadline Aug. 27. Pakistan Cycle Industrial Cooperative Society, Ltd., Nila Gumbad, Lahore. Cable: BIKE, Lahore. ★

☆ Mild steel sheets C.R.C.A. USG or BG 24, 26, 27, 28, 30, size 3 x 6 ft. or 8 ft.; quantity 15/25/20/15; prices should be quoted c. & f. Chittagong, f.o.b.; part shipment but not transshipment allowed. Loan 7; U.S. source. S/A RM 038891. Credit amount, $12,600. Bid deadline Aug. 30. Eastern Metal Products, 4 North Brook Hall Rd., Dacca 1. Cable: FREEDOM, Dacca.

☆ Prime mild steel billets, size 2 x 2 in. or 2½ x 2½ in. lengths of 18 ft. or above, die stamped with heat marks, accompanied by works test certificate. Loan 7; U.S. source. S/A RM 025243. Credit amount, $110,880. Bid deadline Aug. 25. Karimi Industries, Dilazak Rd., Peshawar City. Cable: KARIMI, Peshawar.

☆ Mild steel billets to S.A.E. 1020, standard lengths, 2, 2½ in. sq.; works test certificate to accompany shipping documents; every billet heat marked. Loan 7; U.S. source. S/A RM 033131. Credit amount, $8,714. Bid deadline Aug. 26. Khokhar Engineering Co., D/37, S.I.T.E., Manghopir Rd., Karachi.

☆ Mild steel billets in lengths of 18 ft. and above; each billet die stamped, with heat mark; mills test certificate to be supplied along with invoice shorts up to 10 ft., not exceeding 10%; size 2 x 2 in. Loan 7; U.S. source. S/A RM 038864. Credit amount, $135,450. Bid deadline Aug. 30. Rahim Steel Rolling Mills, Ltd., Shampur, Faridabad, Dacca 4. Cable: IMPEX, Dacca.

☆ Prime quality mild steel billets, BSS-15, quality having 28/33 tons, sq. in., 2 x 2 in., 2½ x 2½ in., 3 x 3 in., 3½ x 3½ in. sq.; lengths of billets should be 18/20 ft. with 10% short down to min. 12 ft.; price should be quoted per long ton (2,240 lb.) c. & f. Chittagong, freight charges indicated separately. Loan 7; U.S. source. S/A RM 038931. Credit amount, $121,904. Bid deadline Aug. 30. East Bengal Steel Re-rolling Mills Ltd., 680/A, Jubilee Rd., Chittagong. Cable: AMRELIWALA, Chittagong.

☆ Mild steel angles, mild steel plate, mild steel bar square, high speed steel square, mild steel bar round, mild steel flat, bar tool steel octagonal, mild steel wire, galvanized iron wire. Loan 7; U.S. source. S/A RM 030214. Credit amount, $9,450. Bid deadline Aug. 30. North Bengal Sugar Mills Co., Pvt., Ltd., Gopalpur, Rajshahi, East. Cable: SUGAR, Gopalpur. ★

☆ Mild steel flat bars, standard lengths, sizes ⅜ x 3/16, ⅜ x ⅛ in.; mild steel plates, 8 x 4 ft., 5 x 10 ft., thickness ¼, ⅛ in.; HRCA, CRCA mild steel sheets, commercial quality, 3 x 6/8 ft., 8 x 4 ft. sizes, BG 18, 10, 22, 24, 26, and 28. Loan 7; U.S. source. S/A RM 038887. Credit amount, $9,537. Bid deadline Sept. 1. Chemen Engineering Co., 49 Nowab Sirajuddoula Rd., Chittagong. Cable: CHARY.

☆ Galvanized soft bright iron wire for wire net making, in coils of 100/200 lb., wrapped with oil paper or Hessian cloth; electrolytic tinplate for making sieves, in skids. Loan 7; U.S. source. S/A RM 038889. Credit amount, $9,187. Bid deadline Aug. 30. Naseem Industries, 2 Chhota Katra, Dacca 1. Cable: NASEEMCO, Dacca. ★

☆ Mild steel billets, 2 x 2 in., 18 ft. and above, conforming to SAE 1020. Loan 7. S/A RM 038397. Credit amount, $60,952. Bid deadline Sept. 2. Tejgaon Rerolling Co., Ltd., 181/82 Tejgaon Industrial Area, Dacca, East. Cable: ALUMINIUM, Dacca.

☆ Galvanized plain sheets, prime quality 1.25 oz. zinc coating per sq. ft., 6 x 3 ft. or 8 x 3 ft., 24, 26, 28, 30, 31 G; 8 x 4 ft., 16, 18 G. Loan 7; U.S. source. S/A RM 038148. Credit amount, $5,607. Bid deadline Aug. 30, Tippera Iron & Tin Factory, 339 Tejgaon Industrial Area, Dacca 8. ★

☆ Galvanized steel plain sheets, 1.25 oz. zinc coating, prime quality; 8 x 4 ft. x 14 BG; 8 x 4 ft. x 16 BG; 8 x 4 ft. x 18 BG; machine cast foundry grade pig iron. Loan 7; U.S. source. S/A RM 038917. Credit amount, $5,460. Bid deadline Sept. 1. Abdur Rashid & Co., 48/8 Ram Krishna Mission Rd., Dacca 3.

☆ Galvanized steel wire, round 22 gage, 24 gage; galvanized plain steel sheets, prime quality, 1.25 oz. zinc coating, 30 BG, 3 x 6 ft., 31 GSG, 3 x 6 ft. Loan 7; U.S. source. S/A RM 038866. Credit amount, $9,882. Bid deadline Aug. 30. Pak Industrial Corp., Pathantooly, Kapariapara, Chittagong.

☆ Mild steel billets to SAE 1020 specification, sizes 2, 2½, 3 in., lengths 18 ft. and up. Loan 7; U.S. source. S/A RM 033150. Credit amount, $13,608. Bid deadline Aug. 27. Alavi Steel Industries, 67 Laxmi Bldg., Bunder Rd., Karachi. Cable: JEPIAM.

☆ Mild steel sheets, 14 to 20 BG in 4 x 8 ft., 3 x 6 ft.; galvanized plain sheets, 19-24 gage in 3 x 6 ft., 4 x 8 ft. Loan 7; U.S. source. S/A RM 038850. Credit amount, $18,375. Bid deadline Aug. 30. Bengal Iron & Steel Industries, Ltd., 21 Jinnah Ave., Dacca 2. Cable: BOMB, Dacca.

Pig iron, foundry grade; mild steel billets 2-3 in. square, sheets, plates, wire; galvanized iron sheets, plates, wire; stainless steel; structural steel. Direct purchase and agency. August Corp. (indent agent), 1 Rex Bldg., Adamjee Rd., Rawalpindi. WTD 7/22/62.

Carbon, stainless steel. Rolls Royce Surgical Co. (registered) (manufacturer, manufacturer's agent), College Rd., Sialkot City. WTD 7/18/62.

Singapore

Tin plates. New Great Wall Co. (importing distributor, manufacturer's agent), 49 Middle Rd., Singapore 7. WTD 7/13/62.

U.A.R. (Egypt)

● Pig iron, hematite, 5,350 tons; foundry 1, 750 tons; foundry 3, 3,300 tons; ferrosilicon briquetta, 120 tons; ferrosilicon (75%), 70 tons; ferromanganese (75%), 10 tons; bid deadline Sept. 1. Terms, specifications available from Ministry of War, Factories Directorate, Factory 9, Helwan Les Bains, Cario. ★ (Telephone: WO 7-4685)

332 Iron, Steel Foundry Products

Cyprus

★★ Steel bars for use in fabrication of doors, door frames, casement windows. Michael Apostolides & Co., P.O. Box 23, Nicosia.

Pakistan

☆ Galvanized iron wire, sizes BWG 24, 26, 28, and 30; prices required on c. & f. Karachi basis. Loan 7; U.S. source. S/A RM 031391. Credit amount, $9,450. Bid deadline Aug. 16. Asif Wire Netting Factory, 48 Brandreth Rd., Lahore. Cable: HARDWARE, Lahore.

Pakistan

☆ Pig iron, foundry grade No. 1 sand cast of standard analysis; mild steel plate 8 x 4 ft. x ⅛ in.; mild steel rounds, 2¾ in. diam. 20 ft. long; pig iron foundry grade No. 1 machine cast, suitable for machinery parts, standard analysis, Loan 7; U.S. source. S/A RM 038158. Credit amount, $9,600. Bid deadline Aug. 30. Chalna Engineering Works, Kushtia. Cable: CHALNA ENGINEERING, Kushtia.

☆ Galvanized iron plain sheets, prime quality, 1.25 oz. zinc coating, 3 x 6/4 x 8 ft. sizes, 24-32G; galvanized iron wire, soft quality, gage 6-30. Loan 7; U.S. source. S/A RM 038869. Credit amount, $6,573. Bid deadline Sept. 5. Green Arrow Sheet Metal Industry, Miah Khanagar, Bakalia, Chittagong.

335 Rolling, Drawing, Extruding Nonferrous Metals

Cyprus

★★ Aluminum bars for fabrication of doors, door frames, casement windows. Michael Apostolides & Co., P.O. Box 23, Nicosia.

India

☆ 1,100 volts, single core, nondraining type, paper insulated lead alloy sheathed and served overall (PLYS) 1.0 sq. in. copper conductor cable, confirming to B.S. 480:1954 Part I, 400 m. Loan 162; U.S. source. PB/703/TD-1438/62-BDC. Bid deadline Sept. 18. Fertilizer Corp. of India, Ltd., Trombay Division. Administrative Bldg., Purchase Dept., Marvali, Chembur, Bombay 71, where tender specifications are available for sale (nonrefundable) up to Sept. 4. ★

Pakistan

Conductors, ACSR and aluminum; aluminum sheets. Direct purchase and agency. Deens (manufacturer's agent), 9 McLeod Rd., Lahore. WTD 7/18/62.

342 Cutlery, Handtools, General Hardware

Australia

Handtools, all general types, average priced. Direct purchase and agency. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria, N.S.W. WTD 7/6/62.

Germany

Horological tools; requests replies in German. Peter Muenster KG (wholesaler, sales agent), 11 Spreestr., Darmstadt.

Ireland

Handtools, tools for home workshops of "do-it-yourself" handyman. F. J. Cosgrave (manufacturer's agent), 32 Fergus Rd., Terenure, Co. Dublin.

Sweden

Handtools, accessories; builders' hardware. Eskilstuna Jernmanufaktur AB (importing distributor, manufacturer), Eskilstuna. WTD 2/25/58.

343 Heating Apparatus, Plumbing Fixtures

Germany

Modern sanitary fixtures, equipment: Bathtubs, lavatories, toilet seats, accessories. Hoeks (WG) GmbH (importing distributor), Gross Neumarkt 24-26, Hamburg 11.

Ireland

Domestic, industrial central heating equipment. Hugh Maguire (manufacturer's agent), 37 Black Heath Park, Clontarf, Dublin.

Netherlands

Plumbing fittings, trim. Technische Unie Heybroek-Zelander, N.V., en Electrocentrum (importing distributor), 242-48 Keizersgracht, Amsterdam.

344 Fabricated Structural Metal Products

Australia

Zinc boiler plates 6 x 6 x 1 in., M.J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., South Melbourne, Victoria. WTD 5/11/62.

Rhodesia, Nyasaland

Aluminum roof sheeting; corrugated iron roof sheeting; steel, aluminum windows. Shire Trading Co., Ltd. (importing distributor), P.O. Box 491, Limbe, Nyasaland. WTD 6/29/62.

345 Screw Machine Products; Bolts, Nuts, Screws, Rivets, Washers

Germany

All kinds of screws, nuts, bolts, related products. Albert Berner, Jr. (manufacturer), P.O. Box 104, Kuenzelsau/Wuertt.

Pakistan

Iron or steel bolts, nuts, set screws, machine screws, studs, iron or steel wood screws. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

349 Miscellaneous Fabricated Metal Products

Cyprus

★★ Gas cylinders Kissonergis & Papamichael, P.O. Box 654, Nicosia.

England

Magnetic separators, lifting magnets of every type. Magco, Ltd. (buying agent for Magnetic Equipment Co., Ltd., Manufacturer, distributor), Lake Works, Portchester, Hampshire. WTD 12/6/60 for Magnetic Equipment Co., Ltd.

France

Pipe fittings of all kinds, related materials. Vamaco (importer, exporter), 8 blvd. de Magenta, Paris.

Germany

Globe, gate valves, cocks for petroleum, chemical industry, made of steel, cast steel, stainless steel. Direct purchase and agency. Fritz Kablau Armaturen KG (importing distributor, manufacturer's agent), Schulterblatt 58, Hamburg 6.

Netherlands

Lifting magnets, electromagnetics, solenoids. Technische Unie Heybroek-Zelander N.V. en Electrocentrum (importing distributor), 242-48 Keizersgracht, Amsterdam.

Pneumatic valves for pipe line equipment. Technisch Handelsbureau Ventil (importing distributor), 232 Voorthuizenstraat, The Hague. WTD 6/13/62.

352 Farm Machinery, Equipment

Cyprus

★★ Milking machines. Aristos Dairy Farm. P.O. Box 176, Limassol.

Pakistan

Agricultural tools. Direct purchase and agency. Deens (manufacturer's agent), 9 McLeod Rd., Lahore. WTD 7/18/62.

Sweden

Agricultural, lawn, garden handtools, implements. Eskilstuna Jernmanufaktur AB (importing distributor, manufacturer), Eskilstuna. WTD 2/25/58.

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Construction equipment, any kind. Direct purchase and agency. Agence Generale Industrielle (manufacturer), 3/5 rue de Metz, Paris 10e. WTD 3/1/62.

India

☆ Construction tools, plant. H.E.P. 17/62. Bid deadline extended Aug. 13-29. Price of tender, $10.75.

Supply of butterfly valves, bypass valves, air valves for Penstock Lines. H.E.P. 21/62. Bid deadline extended Aug. 14-Sept. 3. Price of tender, $5.40 each.

Pending loan; U.S. source. India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. Sealed tenders, in duplicate, invited by Chief Engineer, Civil, Kerala State Electricity Board, Trivandrum, South.

Sweden

Materials handling equipment, machinery. Direct purchase and agency. AB Sveatrade (importing distributor, manufacturer's agent), 3 Jakobstorg, Stockholm C. WTD 5/23/58.

U.A.R. (Egypt)

☆ Motor scrapers, 7/10 cu. yd. heaped cap., diesel engine not less than 140 hp.; wide based tires with inner tubes, max. turning angle 90 each way; self-loading motor scrapers, 10, about 10 cu. yd. cap. diesel engine not less than 140 hp.; motor scrapers, 10, 14/20 cu. yd. heaped cap., diesel engine not less than 280 hp., 5 rubber wheeled tractors with bulldozer, diesel engine not less than 200 hp.; transmission with torque converter, motor graders, diesel engine not less than 110 hp., 10 scarifier, mechanical controls, 10; dumpers, 10; 30-ton min. cap. diesel engine not less than 350 hp.; heavy duty body and frame of box section type construction; heavy duty shovels, 2, 1 cu. yd. cap., diesel engine not less than 100 hp., mounted on crawlers of self-cleaning, nonclogging type, antifriction bearings at key points. F.a.s. port of exit, c.&f. Alexandria AID. loan 27; U.S. source. Bid deadline Aug. 31. Misr Foreign Trade Co. (Machinery Branch), 31 Emad El Dine St., P.O. Box 1046, Cairo. Cable: ALHADISSA, Cario. ★

354 Metalworking Equipment

India

☆ Knife grinders, 2, size 42 or 48 in., knife bar with adjustable tension for accurate alinement with clamps every 6 in., bar rotable through 55°, along with accurate horizontal and vertical adjustments, automatic traverse system, 9; knife grinders, size 72 in.; spares. Loan 217; U.S. source. IL#EI/GL/MTC/108/DLF/362. Ref. 63(59)/62-AID(1). Bid deadline Sept. 1. East Asiatic Co. (India), Pvt., Ltd., 16 First Line Beach, Madras 1. Cable: MANDARIN, Madras.

☆ Cutter, tool grinding machine; generator welding sets; spares, accessories, attachments for cutter, tool grinder. Loan 217; U.S. source. IL#EI/GL/MTC/30/DLF/362. Ref. 63 (75)/62-AID(1). Bid deadline Sept. 3. Jost's Engineering Co., Ltd., Great Social Bldg., Sir P.M. Rd., Bombay 1. ★

☆ Welding positioner; automatic welding head manipulators; hydroblast cleaning system. Loan 157; U.S. source. IL#990321/DLF/157/61. Ref. 41(759)/62-AID II. Bid deadline Aug. 28. K.C.P.,

Ltd., 38 Mount Rd., Madras 6. Cable: KECEPE, Madras.★

Turkey

☆ Complete acetylene gas generator, continuous cap. of 50 m.³/hr.; complete compression installation, of 20 m.³/hr. to store acetylene gas in cylinders; 1000 cylinder will contain 40 l. of 6.3 kg., acetylene at 18/60 atmospheric pressure. Loan 11; worldwide. Credit amount $88,300. Bid deadline Sept. 3. Hamdi Basaran, Oksijen Fabrikasi, Topkapi Maltepesi, Gumussuyu Cad, Istanbul, where additional information is available.

355 Special Industry Machinery

Austria

Special equipment for use by painters, industrial enterprises working with paints, varnishes, such as paint sprays, similar items; equipment for display in U.S. pavilion at Vienna Fall Fair Sept. 9-16. Hans Nachazel (manufacturer's agent, importing distributor), 19 Grimmgasse, Vienna XV.

Ceylon

● Textile machinery, 3 30 spindle warp winders; 3 20 spindle weft pirn winders; four 400 s x 8 Jacquard machines, 50,000 Jacquard cards, 52,000 comber boards: bid deadline 9:30 a.m. Sept. 6. Chairman, Tender Board, Ministry of Industries, Home & Cultural Affairs, P.O. Box 552, Colombo 7. ★(Telephone: WO-7-5589)

Cyprus

★★ Milk pasteurization equipment, milk carton filling machines. Aristos Dairy Farm, P.O. Box 176, Limassol.

★★ Machinery for making paper bags for cement, groceries. Savvas Ioannou, Famagusta.

★★ Packaging machine for spices in containers of 1-2 oz. weight. Philippos Demetriou & Sons, Ltd., P.O. Box 99, Limassol.

★★ Shoemaking machinery. Cyprus Radioelectrix Co., 120 Ledra St., Nicosia. NCIA.

France

Tools for woodworking, furniture manufacturing; requests replies in French. Ets. Albert Lejeune (manufacturer), 116 rue des Pyrenees, Paris 20e.

Woodworking machines, tools for manufacturing furniture; requests replies in French. Meubles Lestant (manufacturer), Villefranche s/Cher, Loir-et-Cher.

Woodworking machines, tools for manufacturing furniture; requests replies in French. A. Black & Cie.-Les Tables Roc (manufacturer), 2 rue de Rocroy, Saint-Maur (Seine).

Woodworking machines, tools for manufacturing furniture; requests replies in French. Mullca (manufacturer), 22 rue Lalo, Paris, or 101 ave. de Bobigny, Noisy-le-Sec (Seine).

Woodworking machines, tools for modern-equipped furniture factory; requests replies in French. Construction Ameublement Decoration (manufacturer), 2/12 ave. des Champarons, Colombes (Seine).

Woodworking machines, tools for manufacturing kitchen furniture; requests replies in French. Andre Marguillard (manufacturer), 181 ave. de la Republique, Fontenay-sous-Bois (Seine).

Woodworking machines, tools for manufacturing office, shop, household furniture; requests replies in French. Ets. Seigneur-Société des Meubles Prefabriques Francais (manufacturer), 43 rue des Rennes, Paris.

Woodworking machines, tools for manufacturing household furniture; requests replies in French. Société d'Exploitation des Ets. Castellaneta (manufacturer), 18 rue Titon, Paris 11e.

Tools, supplies for glassmaking, mirror making. Ets. Adler (manufacturer, dealer), 102 Faubourg St-Denis, Paris 10e. WTD 6/8/62.

Woodworking machines, tools for manufacturing furniture; requests replies in French. Thonet Freres (manufacturer, importer, exporter), 137 rue du Mont-Cenis, Paris 18e.

Germany

Horological equipment, requests replies in German. Peter Muenster KG (wholesaler, sales agent), 11 Spreestr., Darmstadt.

India

☆ 1 in. cap. bar working 6-spindle automatic machine, complete with motor drive and controls, suitable for 400 v., 50 c., 3 ph. a.c. supply; knuckle joint embossing press, 1 with max. 150-ton capacity, 1 with max. 400-ton cap.; centuramic centerless grinding machine with self-adjusting filamatic grinding wheel, spindle bearing; honing machine, horizontal spindle, foot pedal operated; universal internal grinding machine, rigid construction, suitable for toolroom working, surface grinders. Loan 157; U.S. source. IL#991370/DLF. 157/61/HQ/CGI. Ref. 41(69)/61-AID.II. Bid deadline Sept. 1. Jay Engineering Works, Ltd., 183A, Prince Anwar Shah Rd., P.O. Box 2185, Dhakuria, Calcutta 31. Cable: USHAKO, Calcutta. ★

☆ Jig boring machine, table size 7 x 17½ in., complete with electrical equipment, including motor, chucking tools; t type gear shaper, complete with special cutters, standard equipment, including helical guide, spur guide, additional change gears; work lamp, electrical equipment, including motors. Loan 217; U.S. source. IL#EI/GL/MTC/174/DLF/362. Ref. 63(188)/62-AID (1). Bid deadline Sept. 2. Gannon Dunkerley & Co., Ltd., Chartered Bank Bldg., Mahatma Gandhi Rd., Fort, Bombay.

☆ Die casting machine for producing aluminum castings. Loan 157; U.S. source. IL#990414/DLF.157/61. Ref. 41(788)/62-AID.II. Bid deadline Sept. 3. Lawkim, Pvt., Ltd., 16 Horniman Circle, Fort, Bombay 1. ★

☆ Micromatic honing machine, complete with electrical equipment, including necessary electric motors: 1 hp., 1,800 r.p.m. motor for spindle drive; 2 hp., 1,200 r.p.m. motor for hydraulic pump, suitable for operation on 400/440 v., 3 ph., 50 c., a.c. supply; tools for honing machine. Loan 217; U.S. source. IL#EI/GL/MTC/3/DLF/362. Ref. 63(3)/62-AID(1). Bid deadline Aug. 29. Batliboi & Co., Forbes St., Fort, Bombay 1. ★

☆ Automatic injection molding machine. hydraulic type, 6 oz. cap.; to be delivered at Hyderabad Dn. Loan 144; worldwide. Ref. NSIC/HP/2M-3347/62. Bid deadline Sept. 10. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

☆ Air-operated power tools (screw drivers), 40, with bits, accessories, various sizes; flexible shaft grinders, 14, with ½ hp., ¾ hp., and/or 1 hp. motors, suitable for 230 v., single ph., 50 c.; 400 v., 3 ph., 50 c., a.c. supply, complete with flexible shafts, hand pieces, hydraulic surface grinder table, working surface 18 x 5⅝ in., suitable to run on 400/440 v., 3 ph., 50 c., a.c. supply, with standard, extra equipment; abrasive belt grinding machines, bench type, 7, belt size 2½ x 60 in., with standard, extra equipment, suitable for working on 400/440 v., 3 ph., 50 c., a.c. supply. Loan 217; U.S. source. IL#EI/GL/MTC/16/DLF/362. Ref. 63(13)/62-AID(1). Bid deadline Aug. 29. Asiatic Engineers, Mehta Bldg., Medows St., Bombay 1.

☆ Part of machinery, equipment for caustic soda plant. Loan 157; U.S. source. IL#990571/DLF/157/61. Ref. 41(745)/61-AID.II. Bid deadline Aug. 28. Century Rayon (Prop.: Century Spg. & Mfg. Co., Ltd.), Industry House, 159 Churchgate Reclamation, Bombay 1. ★

☆ Windsor injection molding machine, type W.15, complete with interlocking safety guard; automatic mold safety device, fitted with double pack; delivered at Bombay. Loan 144; worldwide. NSIC/HP/2B-2831/62. Bid deadline Sept. 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Pakistan

★ 8 ft.-0. in. x ⅜ guillotine, complete with electric motor drive, suitable for operation on 400-440/3/50 c., size 16/20 cold sawing machine, 20 in. SAW with spares, accessories; 2 extra 20 in. diam. segmental saw blades, 7½ ton pedestal hydraulic press, to standard specification, including full electrical equipment, 50 ton hydraulic forcing press, horizontal type, modified and complete with hand pump, high pressure drum pump, with spares, accessories, air compressure units; hydraspray, type K1A, K3A pipe benders; 3 motor, 10 ton overhead traveling crane; pantograph machine (engraving); drawing reproduction equipment; range of small tool, or equivalent, range of fettling equipment; No. 8 combination turret lathe; No. 7 combination turret lathe, No. 3 A capstan lathe; No. 10 combination turret lathe; 6 ft. broaching machine; nibbline machine. Loan 100; worldwide. Credit amount, $161,400. Bid deadline Aug. 23. Ispahani Marshall, Ltd., Ispahani Bldg., Quaid-E-Azam Rd., Chittagong. Cable: ISPMAR, Chittagong. Specifications obtainable from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15. ★

☆ Fully automatic high speed razor blade wrapping machine for wrapping individual razor blades into double wrap, consisting of wax paper and printed outer label; electric outfit with tropical protection for 380 v., 50 hp., 3-ph. a.c.; complete machine arranged for 1 thickness of blades and feeding outer label from magazine, including drive, electric motor, motor cap. 3 hp. Loan 100; worldwide. Credit amount, $12,725. Bid deadline Aug. 18. Wazir Ali Industries, Ltd., West Wharf, Karachi. Cable: COTTONGOLD. Copies of specifications may be obtained from Bank of America, Far Eastern Division, 37-41 Broad St., New York 15.

New, used cigarette manufacturing machinery; quotations in quadruplicate c. & f. Karachi. Aziz Tobacco Co. (manufacturer), Shahi Bazar, Siwani Lane, P.O. Box 141, Hyderabad, West Pakistan. WTD 6/6/62.

Turkey

☆ Machinery as follows for plant in Izmir to add to automatic line for production of short, cut macaroni: Automatic press, cap. 400-500 kg. hr.; motor for press, 22 hp., variable speed; vacuum pump, cap. 540 l./min.; motor 2 hp., continuous dryer, suitable for production of 500 kg./hr., 87,000 kcal./hr.. complete with accessories, equipment; automatice heating, ventilating system. Loan 11; worldwide. Credit amount $80,000. Bid deadline Sept. 3. Maktas Makarnacilik ve Ticaret T.A.S., Bayrakli, Izmir, where additional information is available.

☆ Machinery to expand, modernize existing pilot plant: Guided flame-cutting machine; heavy production drilling machine; pedestal grinding machine; spot welding machine; pneumatic power hammer; 2 electric hoists with motor driven trolley; single column eccentric press; planer; gas cutting machine; pipe expanding unit; autogenous portable cutting machine; hydraulic press brake; heavy duty guillotine plate shear; brake press dies, punches; electric overhead crane, 750 kg.; pipe bending machine motor drive; blading, flanging machine; gab lathe, spares. Loan 11; worldwide. Credit amount, $86,000. Bid deadline Sept.

3. Elginler Insaat Ltd., Sti., Necatibey Caddesi 47/3, Ankara, where additional information is available.

☆ Machinery for existing tile and brick manufacturing plant to increase quality of bricks and manufacture factory type hollow wall and floor bricks; feeding machine; cold-breaking mill; refining mill; screening mixer; dearing brick molding machine; automatic brick cutter Loan 11; worldwide. Credit amount, $25,000. Bid deadline Sept. 3. Zuhre Yildizi Kiremit ve Tugla Fabrikasi Kol. Sti., Kirikkale, where application may be made for further information.

356 General Industrial Machinery, Equipment

France

Tools, electrical, pneumatic, electronic. Direct purchase and agency. Agence Generale Industrielle (manufacturer), 3/5 rue de Metz, Paris 10e. WTD 3/1/62.

Machinery for industrial labeling, marking small items, wooden cases; for chain marking, hole marking, relief marking. Ets. Visciano (importer, dealer), 27 rue Georges Clemenceau, Chatou (Seine & Oise). WTD 4/12/62.

Finland

Tunnel furnace (kiln). Kupittaan Saviosakeyhtio (manufacturer), Turku 3. WTD 9/27/61.

Germany

Electrically driven fresh water pumps, drainage pumps, water purification plants for residential, other purposes; 220 v. a.c., 50 c.; 380 v., 3 ph., 50 c. Hoeks (WG) GmbH (importing distributor), Gross Neumarkt 24-26, Hamburg 11.

☆ Filter, 4 ft.-0 in. diam. x 1 ft.-0 in. face type 304 stainless-steel top feed drum filter, with 12 deep compartment sections, 12.5 sq. ft. of filter area; materials of construction, mild steel, cast iron, type 304 stainless steel; all wetted parts to be 304 stainless steel, vacuum pump. Nash L-6 wet type standard cast-iron vacuum pump, including 4 in. discharge muffler, V-belt drive; pump rated at 475 c.f.m. at 570 r.p.m. at 10 in. hg; vacuum receiver, 24 in. diam. x 60 in. high type 304, stainless-steel vacuum receiver, complete with 1 6 in. flanged top connection, 6 in. flanged side connections, 2; 3 in. flanged drain connection; mild steel supporting ring. Loan 157; U.S. source. IL#990194/DLF. 157/HO/61. Ref. 4(50)/62-AID-II. Bid deadline Aug. 31. Gwalior Rayon Silk Mfg. (WVG) Co., Ltd. (Staple Fibre Division), P.O. Birlagram (Nagda), W. Rly. ★

India

☆ Speed increasing nonreverse right angle gear drives; technogenerator, panel mounted type speed indicator, speed range O-2000 r.p.m., panel mounting dimensions of indicator 144 x 144 mm.; grease lubricating pumps. Loan 217; U.S. source. IL#A.596047/61 - AU - DW/CCI/HQ/RM. Ref. 65(6)/62-AID(1). Bid deadline Aug. 28. M/s Jyoti. Ltd., Baroda 3, Cable: JYOTIPUMPS, Baroda. ★

☆ Various right angle gearheads for driving vertical turbine pumps. Loan 157; U.S. source. IL#990688/DLF.157/HQ/61. Ref. 41(713)61-AID.II. Bid deadline Sept. 1. M/s Jyoti, Ltd., Baroda 3. Cable: JYOTIPUMPS, Baroda. ★

Japan

Packaging machines, tools such as automatic packaging machines, automatic nail hammers, especially wire-rod binding machines. Showa Trading Co., Ltd. (importer, exporter, wholesaler, manufacturer), 46 Edobori-Kami-dori 2-chome, Osaka. WTD 7/5/62.

Pakistan

☆ Well point equipment with diesel driven pump, petrol driven jetting pump, 2 sets, with accessories, auxiliaries; spares for every unit in sets sufficient for 2-year normal working of equipment, 2 sets. Loan 6; worldwide. VA-2/ICA/66037/DLF/62. Bid deadline Sept. 3. Director General of Supply & Development, Frere Rd., Karachi. Specifications obtainable from Embassy of Pakistan (Attention: Miss Renwick), 2315 Mass. Ave., N.W., Washington, D.C. ★

Rhodesia, Nyasaland

Electrostatic spray guns. Irvine Industries (Pvt.), Ltd. (manufacturer), P.O. Box 8225, Belmont, Bulawayo, Southern Rhodesia. WTD 6/21/62.

Taiwan

● 16-in. waste water slurry pumps, 2 sets, for use by Taipei Regional Water supply Commission; GF3E 13185A. Bid deadline 3 p.m. Sept. 4. Purchasing Department, Central Trust of China, 68 Yen Ping South Rd., Taipei. ★

☆ 30,000 cu. m./hr. turbo or screw type air compressors; 15,000 cu. m./hr. Air compressors, turbo, screw, piston, or rotating types, necessary equipment and accessories. Loan 70; worldwide. Bid deadline Oct. 8. Turkiye Komur Islemeleri Kurumu, Etibank Binasi, Sihhiye, Ankara. ★

358 Service Industry Machines

Australia

Food-processing machinery for hotels, restaurants, such as doughmaking machines, infrared ovens; electrical machinery must conform to local electric current requirements, regulations concerning inspection, approval. Peerless & Ericsson Pty., Ltd. (importer, retailer, wholesaler, commission merchant), 476 Crown St., Surry Hills, N.S.W. WTD 6/13/62.

Cyprus

★★ Refrigerator parts for assembly. Othon Leontiades & Co., 41 St. Varnabas St., Famagusta.

Germany

Humidifiers. Aircon GmbH (importing distributor), 11 Steingasse, Mainz.

Ireland

Domestic, industrial air-conditioning equipment. Hugh Maguire (manufacturer's agent), 37 Black Heath Park, Clontarf, Dublin.

Italy

Self-contained air-conditioning units, equipment for other types of air-conditioning systems; equipment for large kitchens, commercial laundries. Direct purchase and agency. S.I.T.I. di O. Cecchini (installer), Viale Regina Margherita 59, Rome.

Equipment for industrial, commercial refrigeration, freezing plants; self-contained air-conditioning equipment for large installations; room type air-conditioners; equipment for central and assembled-on-site air-conditioning systems. Direct purchase and agency. R.I.C.I., S.r.l. (importer, wholesaler, retailer, agent), Via Giorgio Baglivi 10/c, Rome.

Air-conditioning equipment: Small mobile units for use in offices, apartments. Direct purchase and agency. A.R.V.E.N. S.n.c.-Attivita Rappresentanze Varie Estere Nazionali (importer, wholesaler), 8/18 Via XX Settembre, Genoa.

Pakistan

● Air-conditioning equipment, both centrifugal and absorption types; bid deadline Aug. 25. Telegraph & Telephone Dept., Government of Pakistan. Documents available from Consulate General of Pakistan, 12 E. 65th St., New York 21 (telephone: TRafalgar 9-5800).

Rhodesia, Nyasaland

Deep freeze units. Wholesale Radio Supplies (Pvt.), Ltd. (importing distributor), P.O. Box 2772, Salisbury, Southern Rhodesia.

361 Electric Transmission, Distribution Equipment

India

☆ 132 kv. circuit breakers, CTS, PTS., compressor plants for power supply to local industries. Loan 130; U.S. source. Specification RM/9. Bid deadline Aug. 22. Managing Director, Durgapur Projects, Ltd., New Secretariat Bldgs., 1 Hastings St., Calcutta 1. ★

Netherlands

Low voltage distribution equipment, 1,200 v. and under; switchgear, switchboard apparatus over 1,200 v. Technische Unie Heybroek-Zelander, N.V. en Electrocentrum (importing distributor), 242-48 Keizersgracht, Amsterdam.

Explosion proof industrial electrical switches, below 100 v. Technisch Bureau Ventil (importing distributor), 232 Voorthuizenstraat, The Hague. WTD 6/13/62.

Pakistan

● Cable testing equipment, 25 sets, consisting of cable detector and associated oscillator, battery-operated power supplies, head phones, accessories; high sensitivity, transistorized, lightweight, treated for tropical climate; frequency of cable detector, oscillator rated at 1,600 c/ps, plus or minus 2%; signal of oscillator approx. 1.5 c/ps. Bid invitation 3-12/62/427. Bid deadline 9:15 a.m., Aug. 20. R. F. Rizwi, Purchase Co-Ordinating Officer, Block 48-A, Telegraph & Telephone Directorate-General, Shahrah-e-Iraq, Karachi. Bids should be superscribed "Tender for cable testing equipment amplifier headphone and transmission measuring sets." ★ (Telephone: WO 7-2775) Copies of tender documents avaliable free from Consulate General of Pakistan, 12 E. 65th St., New York 21 (telephone: TRafalgar 9-5800, ext. 18).

Trinidad

● Supply, erection of auxiliary switchgear (3,300. 415 v.) for new power station to be erected at Port of Spain, Trinidad, B.W.I. Bid deadline Nov. 2. Preece, Cardew & Rider, 8 Queen Annes Gate, Westminster, London, S.W.1, for $42 by check, not refundable.

369 Electrical Equipment

India

☆ Plastic injection molding machine, complete with interlocking electric and hydraulic safety guard, automatic mold safety device, all steel welded base; delivered at Bombay. Loan 144; worldwide. Ref. NSIC/HP/2D-2835/62. Bid deadline Sept. 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

371 Automotive Equipment

Israel

☆ Galion, or equal, 104 motor grader. Loan 28; U.S. source. S/A 791/1/166. Bid deadline Aug. 30. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen.

362 Welding Apparatus

India

☆ Hand deseaming equipment; auto-

matic submerged arc welding equipment; semiautomatic gas shielded arc welding equipment. Loan 217; U.S. source. IL#EI/GL/MTC/87/DLF/362. Ref. 63(62)/62-AID(1). Bid deadline Sept. 1. Indian Oxygen, Ltd., 48/1 Diamond Harbour Rd., Calcutta 27. Quotations should be f.a.s./c.i.f. Calcutta. ★

Lebanon

☆ Liquified petroleum gas: Production, distribution, bottling of cylinders. Eccentric press; 2 hydraulic presses; oven for normalization of steel sheets; automatic circumferencial welding machine for cylinders; automatic longitudinal welding machine for cylinders; tools, dies for hydraulic, eccentric presses; cutting, bending machine; tools, spare parts; guillotine shearing machine; bending machine with spare parts; air compressor equipped with 2 motors; flux recovery unit with accessories; pneumatic machine for screwing, unscrewing valves; marking machine; steel sheets, 3 mm. thickness, 750 tons; steel collars for cylinders. Loan 99; worldwide. Credit amount, $200,000. Compagnie Industrielle du Gas, Kosangas, S.A.L., P.O. Box 2272, Beirut.

363 Household Appliances

Cyprus

★★ Stoves, heaters, mixers, other appliances E. Shahin & Co., Ltd., 8-10 Yildiz St., Limassol.

Germany

Electric household, kitchen equipment such as dishwashers, grills, washing machines, dryers; automatic, semiautomatic; food-preparing machines, related equipment; 220 v.a.c., 50 c.; 380 v., 3 ph., 50 c. Hoeks (WG) GmbH (importing distributor), Gross Neumarkt 24-26, Hamburg 11.

Electric household appliances. J. G. Lorey Sohn Nachf. (importer, retailer), 16 Schillerstr. Frankfurt/Main.

Netherlands

Electrical household cooking equipment, small household electrical appliances. Technische Unie Heybroek-Zelander N.V. en Electrocentrum (importing distributor). 242-48 Keizersgracht, Amsterdam.

Rhodesia, Nyasaland

Home appliances. Wholesale Radio Supplies (Pvt.), Ltd. (importing distributor), P.O. Box 2772, Salisbury, Southern Rhodesia.

Sweden

Household appliances of all kinds. Eskilstuna Jernmanufaktur AB (importing distributor, manufacturer), Eskilstuna. WTD 2/25/58.

364 Electric Lighting, Wiring Equipment

Cyprus

★★ Fuses, electric boxes, wire, other electrical supplies. E. Shahin & Co., Ltd., 8-10 Yildiz St., Limassol.

★★ Bare cooper, aluminum wire for power transmission lines. John N. Christofides, P.O. Box 629, Nicosia. NCIA.

Greece

● Electric 3-color hand lamps (250), estimated value $16,700, bid deadline noon Sept. 11. Greek State Railways (SEK), 34 Themistocleous St., Athens.★ (Telephone: WO 7-5345)

Sweden

Traffic control equipment. Direct purchase and agency. AB Sveatrade (importing distributor, manufacturer's agent), 3 Jakobstorg, Stockholm C. WTD 5/23/58.

366 Communications Equipment

Pakistan

★ 10 mv.-a. transformer foundations—addendum 1. Bidder shall quote for complete construction of 2 foundations, 66/11 kv. transformers, shown in drawing 128.02.03.428.FR. Foundation to have same technical characteristics specified under clause 3.7.4.1 of Part A1 of tender notice. Constructional drawing of foundation, prepared by contractor, shall be submitted to consultant for approval. Necessary steel rails for supporting transformer wheels included in supply.

Addendum 2—completion date—modified to Aug. 31 for completion, commissioning of complete equipment. Various equipment must be suitably revised, coordinated by bidders to adhere to general commissioning date. No extension of bid deadline allowed.

Loan 29; worldwide (limited). Bid deadline Aug. 31. Water & Power Development Authority, Power Department, 1 Goulding Rd., Lahore, through consulting firm, Societa Montecatini, Settore Energia, Largo G. Donegani, ½, Milano 134, where quotations are to be submitted. (INTERNATIONAL COMMERCE, July 23, p. 22.)

Rhodesia, Nyasaland

Mobile radio communications equipment as used by police. Wholesale Radio Supplies (Pvt.), Ltd. (importing distributor), P.O. Box 2772, Salisbury, Southern Rhodesia.

367 Electronic Components, Accessories

Netherlands

Capacitors. Technische Unie Heybroek-Zelander, N.V. en Electrocentrum (importing distributor), 242-48 Keizersgracht, Amsterdam.

369 Electrical Equipment

India

☆ Weldstitch tube butt splicer, 400 v., 3 ph., 50 c., pneumatic service, 100 PSI; spare parts, sponge rubber spacers, 6 sets. Loan 157; U.S. source. IL#990680/DLF/157/HQ/61. Ref. 41(795)/62-AID-II. Bid deadline Sept. 2. Firestone Tyre & Rubber Co. of India, Pvt., Ltd., Hay Bunder Rd., Bombay 33. Cable: FIRESTONE, Bombay. For further details contact C. P. Craine, Interplant, Firestone Tire & Rubber Co., 1200 Firestone Parkway, Akron, Ohio.

371 Automotive Parts

India

☆ Automotive king pin sets of following standards, manufacturer's part nos.: 81 T-3111, Ford trucks; 21 A-3111, Ford cars; 603386, Chevrolet cars; 608841, Chevrolet trucks; 3691111, Chevrolet trucks; 1450740, Dodge trucks; 684493, Studebaker trucks. Loan 217; U.S. source. IL#E.-181005/DLF/61/EI/B. Ref. 60(209)/62-AID(1). Bid deadline Aug. 25. Associated Auto Parts Private, Ltd., 445 Lamington Rd., Bombay 4. Cable: CHEVPARTS, GIRGAON, Bombay.

Turkey

☆ Motor vehicles, equipment. Loan 98; worldwide. Bid deadline Sept. 10. IETT Administration, Metrohan-Beyoglu, Istanbul. Copies of invitation available from Ebasco Services, Inc., 2 Rector St., New York 6.★

373 Shipbuilding, Repairing

India

● Electrohydraulic steering gear for 12,270 d.w.t. oceangoing vessels; tender CSP/A/13661/AE/156-157-158, bid deadline Sept. 10. Specifications, details available from Deputy Controller of Stores, Hindustan Shipyard, Ltd., P.O. Gandhigram, Visakhapatnam-5, for $3.15 (15 rupees).

381 Engineering, Laboratory, Scientific, Research Equipment

India

☆ Laboratory carbon determinator burettes for cast-iron, steel-cast, low-carbon-tests barometer, 3; combustion tubes; liner shields, 10; sulfur determinator; sulfur combustion tubes, 3; oxygen purifying train 1,000 combustion boats; combustion boat shields oxygen regulator, 100; heat deflectors, 4; dual accelerator straps; microfilming equipment with suitable conversion set, 4; film readers, enlargers, 2; rubber tired 2/3 cu. yd. cap. pay loader, diesel engine operated; metallurgical microscope with trinocular body; quadruple nose piece 3.5 x 20 x 40 and 95 x achromatic objectives, paired, 8 and 12 eye pieces, vertical illuminator. Loan 157; U.S. source. IL#990329/DLF.157/61. Ref. 4 (64)/62-AID-II. Bid deadline Aug. 28. K.C.P., Ltd., 38 Mount Rd., Madras 6. Cable: KECEPE, Madras★

384 Surgical, Medical, Dental Instruments, Supplies

Viet-Nam

● Hard-coated plaster of Paris bandage used in fabrication of plaster casts; 50,000 rolls 2 in. x 3 yd.; 50,000 rolls 3 in. x 3 yd.; 25,000 rolls 5 in. x 5 yd.; 30,000 rolls 8 in. x 5 yd. Bid deadline Aug. 17. Invitation 0590-02072. Central Purchasing Authority, P.O Box H-5, Saigon, Viet-Nam.★ (Wo. 7-2934).

386 Photographic Equipment

India

☆ Supply of photographic equipment, screens, projectors; delivery desired by Dec. 31. Tender B-1111. PIO 386-Q-72-AA-9-20259. Bid deadline Aug. 30. India Supply Mission, 2536 Mass. Ave. NW., Washington 8, D.C. Purchase against this tender inquiry restricted to equipment of U.S. origin or manufacture.★

Israel

☆ Brown, or equal, 24 x 24 in. Commodore Camera, or equal, package consisting of 15 ft. track 34 x 44 glass assembly; all standard equipment. AID loan 28; U.S. source. Subauthorization 790/1/156. Bid deadline Aug. 20. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by Nov., prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tenders to buyer.

Rhodesia, Nyasaland

Filmstrip projectors, 35 mm., with 1,000 w. 220 v. lamps; stainless-steel cut film hangers. Direct purchase and agency. William Over & Co., Ltd. (distributor), P.O. Box 441, Salisbury, Southern Rhodesia. WTD 7/12/62.

Sweden

Sensitized photographic paper for office photocopy machines. AB Kores (importing distributor, manufacturer). Blasieholmsgatan 2, Stockholm C. WTD 4/23/59.

Switzerland

Cameras, accessories; projectors. Victor

Zollikofer (importing, exporting distributor), Stampfenbachstr. 61, Zurich 35. WTD 6/25/62.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Germany

Pocket watches, wrist watches, clocks. Direct purchase and agency. Otto Kaltenbach (importer, wholesaler), 45 Herdweg, Stuttgart. WTD 6/22/62.

391 Jewelry, Silverware, Plated Ware

Germany

Jewelry. Direct purchase and agency. Otto Kaltenbach (importer, wholesaler), 45 Herdweg, Stuttgart. WTD 6/22/62.

394 Toys; Amusement, Sporting, Athletic Goods

Switzerland

Sporting goods such as skiing, tennis, golf equipment. Direct purchase and agency. H. Gautschi (importing distributor, agent), Berneckstr. 2, St. Gall. WTD 6/28/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Germany

Metal watch bracelets; requests replies in German. Peter Muenster KG (wholesaler, sales agent), 11 Spreestr., Darmstadt.

398 Miscellaneous Manufacturing Industry Products

Cyprus

★★ Book matches. Panos Constantinides,, 59-B Atticus St., Limassol.

399 Fire Extinguishers

Iraq

● Fire extinguishers. Terms, specifications obtainable from Ministry of Finance, Baghdad, for $2.80 plus $.70 airmail charge. Bid deadline Sept. 16.★ (Telephone: WO 7-2934)

Turkey

☆ Construction materials: Round steel bars, steel sheet piling, beams and channels, cast-iron pipe with spigot, socket; bid deadline extended July 30-Aug 14. (INTERNATIONAL COMMERCE, July 30, p. 35.)

Superstructure materials, fixed equipment; bid deadline extended July 31-Aug. 15.

Rail, 46,303 kg. per m., joint bar and bar bolt, spring lock washer; tie plates No. 1, No. 2, screw spike, creep anchor, bolt and lock washer, simple switch set, complete, double slip points set, complete; revolving bridge at 23 m. size; machine vehicle, equipment; bid deadline extended Aug. 1-16.

Loan 139; U.S. source. Government of Turkey, Ministry of Public Works, Ankara, where additional information is available.

505 Farm Products, Raw Materials

Japan

High quality goatskins: Winter chilled, new winter doe goatskins; without scratches, cuts, scars on skins; with white, straight hair in lengths from 2-2.5 in., hairtops not worn out; soft or pliable after tanning or dressing; air-dried, applied with antiseptics; price quotations with handful of hair as sample; quantity 3,000-5,000 monthly. Also deer skins, cat skins, rabbit skins; all grades. Direct purchase and agency for Japan. Tanaka Fur & Skin Co., Ltd. (wholesaler, distributor, importer), 40 Sakae-machi 1-chome, Naniwa Ku, Osaka. WTD 7/12/62.

731 Advertising

Cyprus

★★ Advertising agency for U.S. firms. J. N. Vrionides, P.O. Box 105, Limassol.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

Switzerland

Canned fruit juices, canned fruits, other high quality canned foods; dehydrated semiprepared foods for home use, such as packaged soups; name brand of bourbon, rye, other American whisky. Aux Planteurs Reunis SAAv (exporter, importer, distributor, manufacturer), Ave. J.J. Mercier 2, Lausanne.

High quality cookies, biscuits, candies, chocolates, similar products; attractively packaged in individual boxes suitable for gifts. Ets. Francois Lischer (importer, distributor), 49 Blvd. de la Foret, Lausanne.

220 Textile Mill Products

Burma

Cotton, rayon, woolen piece goods; first quality, seconds. Khamisha Corp. (importing distributor, manufacturer's agent, manufacturer, commission merchant, commission agent), 676 Merchant St., Rangoon. WTD 7/2/62.

Rhodesia, Nyasaland

Textiles, all kinds. Bath Agencies (manufacturer's agent), P.O. Box 330, Blantyre, Nyasaland. WTD 6/28/62.

228 Yarn, Thread Mill Products

Burma

Nylon, rayon yarns; first quality. Khamisha Corp. (importing distributor, manufacturer's agent, manufacturer, commission merchant, commission agent), 676 Merchant St., Rangoon. WTD 7/2/62.

229 Miscellaneous Textile Goods

Denmark

Fishing nets, trawls. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 6/19/62.

236 Girls', Children's, Infants' Outerwear

Rhodesia, Nyasaland

Girls' dresses. Bath Agencies (manufacturer's agent), P.O. Box 330, Blantyre, Nyasaland. WTD 6/28/62.

264 Converted Paper, Paperboard Products

Ireland

Stationery. Arran Agencies, Ltd. (manufacturer's agent), 14 Arran Quay, Dublin. WTD 7/16/62.

266 Building Paper, Building Board Mill Products

Rhodesia, Nyasaland

Insulating board for ceilings. Shire Trading Co., Ltd. (importing distributor), P.O. Box 491, Limbe, Nyasaland. WTD 6/29/62.

281 Industrial Chemicals

Germany

All kinds of newly developed petrochemicals. Weisser & Co., GmbH (manufacturer's agent), Kattrepelsbruecke 1, Hamburg 1. WTD 2/15/62.

Switzerland

Leather dyes to be sold by shoe shops. K. Magnet-Lang (importing distributor), Walchestr. 23, Zurich 6. WTD 6/28/62.

283 Drugs

Pakistan

Drugs, medicines. Hafiz Ahsan Elahi (importing distributor, manufacturer's agent, commission merchant), 284 Bunder Rd., Karachi. WTD 6/21/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Cambodia

Cosmetics: Brand names, inexpensive, basic cosmetic items such as lipsticks, face powder. Hung Hiep Co. (importer, exporter, wholesaler, manufacturer's agent), 210-13 Blv. Monivong, Phnom Penh. WTD 5/25/62.

Switzerland

Cosmetic foot products for sale in drugstores. K. Magnet-Lang (importing distributor), Walchestr. 23, Zurich 6. WTD 6/28/62.

313 Boot, Shoe Cut Stock, Findings

Switzerland

Shoe accessories such as insoles, counters, foot supports for sale by shoe shops. K. Magnet-Lang (importing distributor), Walchestr. 23, Zurich 6. WTD 6/28/62.

321 Flat Glass

Ireland

Plate, sheet glass, figure glass. Myra Glass Co., Ltd. (manufacturer's agent), 52 New St., Dublin. WTD 7/16/62.

327 Concrete, Gypsum, Plaster Products

Denmark

Cement-like facing materials to treat outer walls for decorating, insulating purposes. A/S Continental-Farm East Trading Co. (importing distributor, manufacturer's agent), 42B Vimmelskaftet, Copenhagen K. WTD 7/17/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Denmark

Insulation materials, such as wall-covering boards. A/S Continental-Far East Trading Co. (importing distributor, manufacturer's agent), 42B Vimmelskaftet, Copenhagen K. WTD 7/17/62.

331 Steel Mill Products

Ireland

Sheet metal, wire work, tubular steel. Cunningham Bros., Ltd. (manufacturer), 125 Francis St., Dublin.

Pakistan

Pig iron, galvanized sheets, m.s. plates, m.s. sheets, m.s. billets, stainless-steel bars, carbon steel. Deens (manufacturer, manufacturer's agent, importing distributor), 9 McLeod Rd., Lahore. WTD 7/18/62.

333 Primary Smelting, Refining Nonferrous Metals

France

Precious metals, alloys, metal semiproducts used in dentistry. Société de Metaux Dentaires (manufacturer, importer, exporter, wholesaler, retailer), 4 rue de Rome, Paris.

335 Rolling, Drawing, Extruding Nonferrous Metals

Pakistan

Nonferrous metals: Aluminum, zinc, copper, brass, phosphous, bronze, lead; in bars, sheets, plates, ingots. Tin ingots, aluminum cable steel reinforced. Deens (manufacturer, manufacturer's agent, importing distributor), 9 McLeod Rd., Lahore. WTD 7/18/62.

342 Cutlery, Handtools, General Hardware

Ireland

Handtools, all types. Desmond McGivern (manufacturer's agent), Springfield, Bray Rd., Cornelscourt, Foxrock, Co. Dublin.

Netherlands

Handtools. A. P. de Wild (manufacturer's agent), 51b Amstel, Amsterdam.

343 Heating Apparatus, Plumbing Fixtures

Germany

Shower mixing batteries for hot, cold water mixing, adding of toilet waters, lotions. Hoeks (WG) GmbH (manufacturer's agent), Gross Neumarkt 24-26, Hamburg 11.

Ireland

Domestic, industrial oil-fired central heating equipment, hot air and hot water. Denis Hogan (heating, electrical contractor; importer), Rathkeale Rd., Adare, Co. Limerick.

Domestic, institutional, industrial oil-fired central heating equipment, including hot air units for greenhouses. Auto Combustions (Ireland), Ltd. (oil-firing specialist importer), 144 Lower Baggot St., Dublin.

344 Fabricated Structural Metal Products

Sweden

Stainless-steel, aluminum pressure vessels for transportation vehicles. Hadar Jansson AB (manufacturer), Landskronavagen 25, Halsingborg. WTD 7/18/62.

352 Farm Machinery, Equipment

Pakistan

Agricultural tools, machinery. Deens (manufacturer, manufacturer's agent, importing distributor), 9 McLeod Rd., Lahore, WTD 7/18/62.

Trinidad

Electric agricultural equipment such as incubators. F. R. DeFour, Consumer Engineer, Trinidad & Tobago Electricity Commission (Government statutory board), 63 Frederick St., Port of Spain. WTD 7/16/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Denmark

Small machinery for building industry, such as mixers, lifts. A/S Continental-Far East Trading Co. (importing distributor, manufacturer's agent), 42B Vimmelskaftet, Copenhagen K. WTD 7/17/62.

Ireland

Earthmoving equipment. Irish Equipment Co., Ltd. (agent, distributor), Walkinstown, Co. Dublin .

Construction, roadbuilding equipment; earthmoving equipment; waterworks, sewage equipment. Municipal & General Supply Co. (manufacturer's agent, importing distributor), Cian Park Drumcondar, Dublin.

Switzerland

Earthmoving equipment. Jahn AG (manufacturer's agent), 16 Ottenweg, Zurich. WTD 6/20/62.

354 Metalworking Machinery, Equipment

Pakistan

Machinery for steel rolling mill. Deens (manufacturer, manufacturer's agent, importing distributor), 9 McLeod Rd., Lahore. WTD 7/18/62.

Sweden

Automotive maintenance tools, machinery. Julius Jockton (manufacturer's agent), Sveavagen 127, Stockholm Va. WTD 6/26/62.

355 Special Industry Machinery

Denmark

Fish processing, fileting, canning, packaging machines. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 6/19/62.

India

Pharmaceutical machinery for making powders, tablets, liquids, pastes; automatic tablet-strip packing, cutting machines; automatic labeling machines; bottle washing, conveying, capping equipment. Larsen & Toubro, Ltd. (importer, sales agent, manufacturer), I.C. House, Dougall Rd., Ballard Estate, Bombay 1. WTD 2/7/62.

Pakistan

Electrotechnical equipment: Nickel plating plants, galvanizing plants, anodizing plants, grinding plants, polishing equipment. Machinery for soapmaking plants, cigarette making plants, leather tanning plants, fruit canning plants, specialized textile looms, hosiery plants, confectionery plants, dairy plants. Deens (manufacturer, manufacturer's agent, importing distributor), 9 McLeod Rd., Lahore. WTD 7/18/62.

Sweden

Tire repair tools, machinery. Julius Jockton (manufacturer's agent), Sveavagen 127, Stockholm Va. WTD 6/25/62.

Uganda

Complete set of machinery to manufacture children's knickers, shorts, shirts, long pants, tee shirts. Dalwadi & Co. (agent, importer, exporter, manufacturer's representative), P.O. Box 700, Jinja. WTD 11/27/61.

356 General Industrial Machinery, Equipment

Denmark

Packaging machines: Carton erecting machines, carton closing machines, carton filling machines, carton sealing machines, pneumatic stapling machines for cartons, strapping machines (wire, steel strapping, sisal cord, synthetic fiber tapes). A/S Continental-Far East Trading Co. (importing distributor, manufacturer's agent), 42B Vimmelskaftet, Copenhagen K. WTD 7/17/62.

Packaging machinery: Carton filling machines, cellophaning machines, polyethylene wrapping machines, tough flexible thermoplastics wrapping machines, related machinery. G. Salicath & Co. (manufacturer's agent), 25 Tordenskjoldsgade, Copenhagen K. WTD 7/13/62.

Philippines

Ball, tapered roller antifriction bearings; reconditioned preferred, but new bearings may be considered. B. Benedicto & Sons Co., Inc. (importer, wholesaler, retailer), 141 Plaridel St., Cebu City.

Rhodesia, Nyasaland

Ball bearings. Bearings & Equipment, Ltd. (manufacturer's agent), P.O. Box 1094, Salisbury, Southern Rhodesia. WTD 6/28/62.

358 Service Industry Machines

Ireland

Small size refrigerated display units, 30-50 bottle cap. for use on small shop counters. Denis Hogan (contractor, importer), Rathkeale Rd., Adare Co. Limerick.

Trinidad

Domestic air conditioners. F.R. DeFour, Consumer Engineer, Trinidad & Tobago Electricity Commission (Government statutory board), 63 Frederick St., Port of Spain. WTD 7/16/62.

361 Electric Transmission, Distribution Equipment

France

Electronic equipment for laboratories, small measuring equipment such as high and low frequency generators, voltmeters, oscilloscopes. Entretien Electronique (manufacturer), 24 rue de Fuveau, Marseille 13. WTD 4/13/62.

Viet-Nam

Wire, cables, transformers, switches, especially circuit breakers, for replacement, repair of municipal electric lighting equipment of 110 v. Compagnie Generale de Commerce (importer agent, wholesaler, retailer), 9 duong Trinh Minh The, Khanh Hoi. WTD 6/1/62.

363 Household Appliances

Rhodesia, Nyasaland

Sewing machines, electrical household appliances. Wynne & Co. (manufacturer's agent), P.O. Box 80, Luanshya, Northern Rhodesia, WTD 7/13/62.

Spain

Electrical household appliances. Candido Delgado Ramos (manufacturer's agent), Gasper Fernandez 2, Santa Cruz de Tenerife (Canary Islands), WTD 7/6/62.

Trinidad

Electric ranges, toasters, hot water heaters, irons, floor polishers. F. R. DeFour, Consumer Engineer, Trinidad & Tobago Electricity Commission (Government statutory board), 63 Frederick St., Port of Spain. WTD 7/16/62.

365 Radio, Television Sets

Rhodesia, Nyasaland

Radios, phonographs. Wynne & Co. (manufacturer's agent), P.O. Box 80, Luanshya, Northern Rhodesia. WTD 7/13/62.

Battery operated portable television receivers. Irvine Industries (Pvt.), Ltd. (manufacturer), P.O. Box 8225, Belmont, Bulawayo, Southern Rhodesia. WTD 6/21/62.

366 Communications Equipment

Denmark

Radios for lifeboats. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 6/19/62.

367 Electronic Components, Accessories

France

Electronic equipment for laboratories, small measuring equipment. Entretien Electronique (manufacturer), 24 rue de Fuveau, Marseille 13. WTD 4/13/62.

371 Motor Vehicles, Equipment

Cyprus

★★ Automobile, truck agency. Othon Leontiades & Co., 41 St. Varnabas St., Famagusta.

★★ Representation of manufacturer of automobiles. Famagusta Motor Trading Co., 24-26 Dimodratias St., Famagusta.

France

Driving axles with gear box for fitting up farming semitrailers and for 4-12-ton vehicles, max. speed 15 m.p.h. on rough, bad ground. Société Industrielle Bretonne (manufacturer), Guingamp, Cotes du Nord (France).

Trucial States

Automobiles: Midget, small, 4-wheel drive utility vehicles. Abdulla Abdulrehman Bin Faris (importer, wholesaler), P.O. Box 462, Dubai. WTD 6/9/62.

375 Motorcycles, Bicycles, Parts

Rhodesia, Nyasaland

Bicycles. Wynne & Co. (manufacturer's agent), P.O. Box 80, Luanshya, Northern Rhodesia. WTD 7/13/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Denmark

Navigation equipment for lifeboats. Albrecht & Boserup (manufacturer's agent), 23 Strandgade, Copenhagen K. WTD 6/19/62.

394 Toys; Amusement, Sporting, Athletic Goods

Ireland

Toys, all types. Desmond McGivern (manufacturer's agent), Springfield, Bray Rd., Cornelscourt, Foxrock, Co. Dublin.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Ireland

Costume jewelry, accessories. V.C. Products (importing distributor), 32 Crosthwaite Park, East, Dun Laoghaire, Dublin.

399 Miscellaneous Manufacturing Industry Products

France

Metal screen coated with cellulose acetate in various width rolls; requests replies in French, Italian, German, or Spanish. Sodiero-Société Europeenne de Distribution (importing distributor), 23 ave. Corentin-Cariou, Paris 19e.

Leads for Importers

Commodities are offered direct unless specified.

013 Livestock Farm Products

Cyprus

★★Raw wool, N. P. Yerolemides & Sons, P.O. Box 467, Nicosia.

091 Fisheries

Cyprus

★★Glucose sponges, grade A-B. Vincent Mardella & Son, P.O. Box 127, Larnaca.

106 Ferroalloy Ores, Except Vanadium

Cyprus

★★High-grade chrome ore. Francoudi & Stephanou, Evagoras Ave., Famagusta.

205 Bakery Products, Ingredients

Syria

Cumin, delivery of 50-100 tons monthly. Khaled Raif Hamadeh, P.O. Box 3, Quwatli St., Hama. WTD 7/17/62.

208 Beverage Industry Products

Cyprus

★★Wine, brandy. Vine Products Co-Operative Marketing Union, Ltd., Limassol.

209 Miscellaneous Food

France

Coconut oil, castor oil, olive oil. Unipol, 13 rue Roux de Brignoles, Marseille, 6eme. WTD 7/27/62.★

Tanganyika

Sunflower seed, castor seed, sesame seed, beeswax, groundnuts. African Overseas Trading Co., P.O. Box 170, Dar es Salaam. WTD 7/23/62.

251 Household Furniture

France

Copies of antique furniture, mahogany, deluxe, large quantities. Construction Ameublement Decoration, 2/12 ave. des Champarons, Colombes (Seine).

284 Soap

France

Soap, ordinary, toilet soap. Unipol, 13 rue Roux de Brignoles, Marseille, 6eme. WTD 7/27/62.

323 Glass Products

Germany

Household appliances, accessories of glass, porcelain, ceramics. Tritschler & Cie., 7 Marktplatz, Stuttgart.★

352 Farm Machinery, Equipment

New Guinea

Crop-dusting machinery. Direct purchase and agency. Theo Thomas & Co., Ltd., Kokopo, New Guinea. NCIA.

355 General Industry Machinery

Germany

Meat-processing equipment. H. Weissinger, Feinmechanik und Apparatebau, 13 Fuggerstrasse, Stuttgart-Vaihingen.

356 General Industrial Machinery, Equipment

Germany

Paint spray guns. Sanitaria AG, 714 Ludwigsburg, 47 Wernerstrasse, Stuttgart. WTD 7/5/62.★

358 Service Industry Machines

Germany

Cleaning equipment for hypodermics, test tubes. H. Weissinger, Feinmechanik und Apparatebau, 13 Fuggerstrasse, Stuttgart-Vaihingen.

363 Household Appliances

Canada

Self-contained portable vacuum cleaner powered by 12-v. car battery. Car-Vac

Industries, Ltd., 1240 West Pender St., Vancouver 1, B.C.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Great Britain

Diesel engine testing equipment. Dunedin Engineering Co., Ltd., 73/75 Mortimer St., London W.1. WTD 3/29/60.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Medical instruments. Kirchner & Wilhelm, P.O. Box 2727, Stuttgart.★

386 Photographic Equipment, Supplies

France

Stereoscopes, stereoscopic views. Stereoscopes Lestrade, "Les Acacias," Vic-Bigorre, Hautes-Pyrenees. WTD 7/22/62.★

391 Jewelry, Silverware, Plated Ware

Germany

Contact bimetals; contacts, parts of precious metal; thermobimetals; semi-finished materials of precious metal. Friedrich Kammerer AG, 2-8 Goethestrasse, Pforzheim/Baden. WTD 7/25/62.

398 Miscellaneous Manufacturing Industry Products

Germany

Household gift articles of metal, glass, wood. Porzellan Verkaufskontor Mannheim, Klett-Loch & Schmitt KG, 90 Mannheimer Strasse, Mannheim-Kaefertal.

India

Gift articles, all types, novelties. Sh. Abdul Majid & Bros., Banjaran St., Saharanpur, U.P. WTD 7/23/62.★

Tanganyika

Hand-carved wooden curios, gift articles. African Overseas Trading Co., P.O. Box 170, Dar es Salaam. WTD 7/23/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

India

Rai Bahadur G. V. Swaika, representing Swaika Oil Mills, Ivan Jones, Ltd., Swaika Vanapasti Products, Ltd., and Swaika Group of Industries, "P. N.B. House," 18-B Brabourne Rd., Calcutta 1, interested in technical and financial collaboration for manufacturing various items relating to **chemical, vegetable oil, hardware, and steel products.** August 22 for 10 days; c/o Waldorf Astoria, Park Ave. & 50th St., New York 22. Itinerary: New York, Philadelphia, Chicago, Seattle.

Italy

Dr. Ing. Carlo Vanoni, representing F.I.A.M.-Fabbrica Italiano Ascensori-Montacarichi, Piazza Reppublica 28, Milan, interested in visiting manufacturers of **elevators, escalators,** and **hydraulic lifts** to study possibilities of obtaining manufacturing licenses and exchange of visits of technical personnel. Late Aug. via New York for 2 months; c/o Mr. Caffuzzi, 1192 Park Ave., New York 28. Itinerary: New York, Seattle, Toledo, possibly other cities in Ill., Mo., Pa., Calif.

Syrian Arab Republic

Elias Nasim Rafie, representing Ets. Elie Rafie et Fils, Neirab, Aleppo, S.A.R., interested in export of **wool.** Aug. via New York for 1 or 2 months; Irving Bank, New York. Itinerary: New York, Boston, Philadelphia.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July.

Architects, Builders, Contractors, and Engineers—Pakistan.
Automotive Vehicle and Equipment Importers and Dealers—Nicaragua.
Book, Magazine, and Periodical Importers and Dealers—Syria.
Builders and Contractors—Nicaragua.
Business Firms—British Borneo.
Canneries and Frozen Food Producers and Exporters—Brazil.

People who know say

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: CHapel 7-0311, Ext. 386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone: TL. 3-4716
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: ANdover 3-3600, Ext. 743
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: WOodward 3-9330, Ext. 510
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston 2, Tex., U.S. Courthouse and Federal Office Building, 515 Rusk Ave., Phone: Capitol 2-7201
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone: ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411 Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: GRant 1-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse., 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

3 U.K. companies want to produce variety of goods

Seek manufacture of engineering, machine shop items, cosmetics

Two English firms want licenses to produce light engineering products and mass production machine shop items. A Scottish firm seeks a license to produce pharmaceuticals and cosmetics.

Toolmaking. A firm of tool-making and precision engineers wants to be licensed by a U.S. firm to produce its products in the U.K. It employs 25 skilled workers and designs and manufactures press tools, jigs, and small special purpose machinery.

Write to Colham Engineering Co., Ltd., 9 Colndale Rd., Colnbrook, Bucks, England.

Machine shop items. An engineering firm specializing in the manufacture and repair of rolling mill equipment wants to diversify its production. It seeks a license to make items which could be mass produced and which would involve the use of lathes and other machine shop equipment.

Write to A. J. Seward (Engineering), Ltd., Factory Rd., Newport, Mon, England.

Pharmaceuticals. A manufacturer of pharmaceuticals and hormones wants a license to manufacture and distribute under its own name pharmaceuticals, cosmetics, veterinary, and horticultural products.

Write to Organon Lab., Ltd., Newhouse, by Motherwell, Lanarakshire, Scotland.

License wanted in Finland for sewer pipe production

A Finland manufacturer of fire brick is interested in licensing or joint venture arrangements for the production of salt-glazed sewer pipes.

The firm reports there is a considerable expansion of housing in Finland and the present concrete pipes require repairs.

Write to Kupittaan Saviosakeyhtio, Turku 3, Finland.

Indian steel, paper concerns seek arrangements with U.S. companies

Two seek to manufacture steel castings, paper products; third company wants joint venture to make guar gum

Two Indian firms are seeking U.S. financial and technical collaboration, one for the manufacture of steel castings, the other for operation of a paper products project. A third company wants a joint venture for the manufacture of guar gum.

① A Calcutta firm wants U.S. financial and technical collaboration to establish a plant near that city which would have a capacity of 6,000 metric tons of carbon and alloy steel castings annually.

It proposes to establish a new firm for this purpose; approximate costs of land, buildings, residential quarters and working capital will be $5 million. The U.S. collaborator is expected to provide machinery estimated to cost $1 million.

The present firm was established in 1946 and is reported to be an affiliate of one of the leading industrial enterprises in India. It imports electrical, mechanical, chemical industry, material handling and mining machinery.

This firm reports that existing capacity of steel foundries in India is not sufficient to meet domestic requirements.

Write to the Office of International Investment, Code: 4-332-7, U.S. Department of Commerce, Washington 25, D.C.

② A recently formed Bombay company, licensed by the Government of India to produce a variety of paper products, seeks U.S. technical and financial collaboration for the operation of a paper products project.

The Indian firm desires specific equipment from a prospective U.S. collaborator as part of the latter's investment in the project. It is estimated that total requirements call for an investment of $451,000 which includes $210,000 for machinery and equipment. Of the latter amount, approximately $109,200 has been allocated for U.S. equipment.

The company has issued stocks for a total of $210,000, 50% of which has been subscribed. The remaining 50% will be collected from stockholders when necessary.

The company's industrial license sets an annual production goal of 1,440 long tons of special paper grades, such as tracing, toilet tissue and impregnated papers.

Details may be obtained from the Office of International Investment, Code 4-262-3, U.S. Department of Commerce, Washington 25, D.C.

③ A Bihar oil, rice and flour mill operator seeks a joint venture with a U.S. firm to manufacture guar gum in India. Machinery and technical know-how are sought.

There reportedly is a large and growing market for this item in the U.S. The Indian firm has property available for this project and also claims to have marketing facilities for the purchase of raw materials, as well as machinery for the production of splits—the basis for the production of guar gum.

Write to Shree Madhav Mills Pvt., Ltd. P.O. Shree Madhav Mills, Patnar, Bihar, India.

Belgian electronics firm calls for joint venture

A Belgian firm which produces instruments and other electronic components seeks U.S. capital, or patents, processes and know-how to expand its present knowledge and capabilities for serving the Common Market.

Write to Alexandre Auriemma, Soc. Industrielle Alfa, S.A., 80 rue de la Senne, Brussels.

Capital, joint venture, license sought by 3 French companies

Electric motors, industrial felts and fabrics, bronze and brass items among products involved

Three French companies are seeking arrangements with U.S. firms for production of a variety of goods.

A manufacturer of electric motors offers 25% participation in its firm, a producer of industrial felts and fabrics seeks a joint venture to manufacture industrial goods, and a company engaged in making finished bronze and brass items for automotive and other industries wants a license to produce related articles.

Electric motors. A manufacturer of low-power electric motors, especially fractional and monophase types, offers 25% participation in its firm to a U.S. company. This will represent an investment of about $240,000.

The reason given for offering this participation is that one of the owners wishes to retire because of ill health. The firm says it would be ready to study a larger participation by the U.S. firm if it wishes, even up to a majority.

Interested American firms may write to Moteurs Electriques Segal & Cie, S.A.R.L., 17-22 rue Charles-Michels, St. Denis (Seine), France.

Industrial felts. A manufacturer of industrial felts and textile fabrics wishes to enter into a joint venture with a U.S. concern.

The new venture would use the facilities of a former textile mill suitable for any industrial purpose.

The French firm would be particularly interested in a line of industrial goods which could be sold through its established sales organization, covering all of France and 15 other European countries.

Write to Joseph Muller, Reiningue (Haut-Rhin), France.

Bronze and brass items. A corporation principally engaged in the production of bronze and brass finished articles for the automotive and other industries seeks a licensing arrangement with a U.S. firm.

It would like to produce items related to its present line. The firm has a well-equipped modern plant, reportedly with facilities to diversify and expand present production.

Write to Soc. Intartaglia, Trezzy, Du-Pond, rue du Lavoir, Limoges, Haute-Vienne, France.

Company in Japan wants to produce PCV plastics

One of the leading Japanese producers of plastic products wants to establish a joint venture with a U.S. firm to manufacture PCV plastics in the U.S.

The firm's investment would take the form of Japanese PCV extruding, molding, and pressing machinery.

An investment in the form of machinery is not expected to confiict with the Japanese exchange restrictions as would the transfer of foreign exchange from Japan, according to the firm. The company would also participate in the management of the new venture and would make its technical knowledge available.

It manufactures pipe up to 16 in. in diameter in accordance with U.S. commercial standard, type no. 1, and is capable of type no. 2. In addition, it produces a wide range of plastic products, including corrugated roofing panels and rain gutters.

Additional information is available from the Office of International Investment, Code 1018, U.S. Department of Commerce, Washington 25, D.C.

License offered in Austria for new plastic container

An Austrian scientist and inventor offers a license for production of his new type of plastic container for pharmaceutical and medical vials.

The container is supposed to eliminate breakage and rattling of vials which are clasped rigidly by four springs, and even if the box is turned upside down, the vials can neither fall out nor break.

Made of polystyrol, it consists of a box and a removable clamping plate. Storage of stacked boxes is facilitated by preventing slippage with elevated edges on the lids and recessed edges on the bottom of the box.

Additional information is available on loan from the Office of International Investment, Code 1019, U.S. Department of Commerce, Washington 25, D.C.

Silk producer in Cambodia asks joint venture

Wants to obtain U.S. equipment for proposed textile plant

A Phnom Pen manufacturer of silk goods, who is also an importer of textiles and sundry products, wants U.S. participation for the installation of a "turn key" type of cotton textile mill and cotton gin operation.

This businessman particularly wants American equipment and technical know-how and proposes Cambodian investment participation of 60-80% of the project's needs, with U.S. participation making up the difference.

Necessary capital above the estimated $2 million foreign exchange needs can be provided locally. The proposed textile plant reportedly would not produce for export as its output could easily be absorbed by local demand.

Plans include an initial ginning capacity of 30 tons per day. There would also be a weaving, dyeing and printing operation with an initial installation of 10-11,000 spindles producing ecru, drill, poplin, satin and calico.

Address all inquiries to the Office of International Investment, Code: 4-221-5, U.S. Department of Commerce, Washington 25, D.C.

Phosphating process license wanted in South Africa

A Johannesburg manufacturer wants a licensing agreement involving microcrystalline processes for phosphating.

The firm hopes to introduce zinc phosphating processes to several firms in South Africa. It also is interested in de-rusting, de-sealing and de-greasing compounds as adjuncts to phosphating.

This type of activity is presently desirable in South Africa as the importation of these products in their finished state is reportedly not encouraged by the import control authorities.

Write to Ferrolite Chemicals (Pty.) Ltd., 17 Hippo Rd., Springfield, P.O. Box 7956, Johannesburg, Republic of South Africa.

Mexico outlines requirements for foreign investors, others entering or leaving country

Entry permits available for investors in livestock, industry, agriculture, export trade; minimums listed

U.S. businessmen interested in Mexican investments or business operations are affected by recent immigration law changes listing permissible areas of investment, entry requirements, minimum investments, and related regulations.

Investors traveling to Mexico may obtain entry permits exclusively for investing capital in livestock—a newly listed item—as well as industry, agriculture, or export trade. This and other current immigration regulations under the General Law of Population, published in *Diario Oficial*, affect various groups of foreigners.

The minimum investment permitted is 600,000 pesos ($48,000), if the investor establishes his business in the Federal District or in the industrial zones immediately surrounding it. Previously, the required investment was 400,000 pesos ($32,000). The minimum 200,000 pesos ($16,000) investment in other areas of the Republic remains the same as in the previous law.

The investor shall present with his application a certificate of deposit for 10,000 pesos ($800), issued by Nacional Financiera, S.A., to the order of the Ministry to guarantee that the investment will be carried out for the minimum capital established by appropriate authority. This deposit is forfeited to the Federal Treasury when the foreigner cannot show that he has made the investment under the conditions set forth in the authorization. The deposit is returned if the investor proves to the Ministry's satisfaction that within the specified period he has made the agreed investment. The maximum period shall be a year from the date of his entry.

Agriculture

For agricultural ventures in a new or little developed region, or for activities in a "necessary" industry, the Ministry may authorize a lesser capital investment than those mentioned above, but it shall never be less than 50% of the minimum required.

If the investor withdraws his investment, he shall notify the Ministry within 15 days and shall definitely leave the country within 30 days, canceling his migratory documentation. If he is authorized to make an investment in a corporation, which in no case may be in bearer shares, this obligation must be stipulated in the corporate contract. If proper notice is not given, the foreigner and — as appropriate — the corporation shall be punishable according to the law.

The Ministry shall not authorize investments prohibited to foreigners by other laws, and shall only permit an investor to make partial investments which, in association with Mexicans, are permitted by other regulations. The Ministry shall determine, in consultation with proper authorities, areas of investment in agriculture and livestock which are closed to foreigners.

Securities

Investors in securities, such as stocks and bonds, are permitted entry exclusively to invest their capital in: 1. certificates, shares or bonds issued by the Federal Government; 2. shares or bonds issued or guaranteed by national credit institutions, or issued by decentralized or state-participating institutions. The latter must be those financing basic acivities for the country's economic development.

Capital invested in securities (stocks and bonds) shall be sufficient to produce an income of not less than the minimum required of "rentistas" (recipients of fixed income). The investor shall deposit with Nacional Financiera, S.A., to the order of the Ministry, the amount of 10,000 pesos. This deposit will go to the Federal Treasury if the foreigner does not make the investment within 60 days of his entry.

When the investment is made, the securities of which it consists shall be deposited in Nacional Financiera, S.A., or in the credit institution authorized by the Ministry. The foreigner may withdraw the interest or dividends produced by his investment but the securities themselves shall remain on deposit.

Positions of trust

Applications for entry of employees in positions of trust must be made by a company, institution, or person established in business for at least 2 years, except in the case of essential industries. The Ministry, when it deems necessary, shall require the applicants to submit a legalized copy of their last balance sheet.

Applications for entry of a technician or specialized worker must be made by a company, institution, or person established in business in the country. The technician or specialist must instruct at least 3 Mexicans (names to be submitted within 60 days of application) in his special skills, except in certain cases determined by the Ministry. Previously, the law required that only one Mexican be trained.

Prohibitions

New legal prohibitions on entry or exit of foreigners cover: 1. fugitives from justice; 2. those subject to judicial process, except when given the permission of the court with knowledge of the trial; 3. convicts on bail or parole, unless they obtain permission from the competent authority; and 4. those subject to judicial indictment.

Immigrants (inmigrantes) who enter Mexico have a 5-year provisional status until they become permanent immigrants (inmigrados). The provisional immigrant who enters Mexico as a "rentista" (recipient of fixed income) must prove to the satisfaction of the Ministry of Interior that securities he brings into Mexico from abroad, the income from them, or any other permanent income from abroad, is not less than 3,000 pesos ($240) monthly (formerly 4,000 pesos—$320—a month). If the "rentista" requests the entrance of dependents, the monthly income must not be less than 1,000 pesos ($80) per month for each person in the family over 15 (formerly 2,000 pesos —$160—a month).

Proof of income must be by one of the following methods:

1. Establishment of a trust or a cash deposit in Nacional Financiera, S.A., or any credit institution authorized by the Ministry of Interior (Secretaria de Gobernacion). The cash deposit must be made payable to the Ministry, and must be equal to the required income covering a 5-year period. The entry permit is granted once the deposit has been made, and the Ministry then authorizes the "rentista" to withdraw monthly the amount due him. If the "rentista" chooses a trust, it must first be approved by the Ministry, and the "rentista's" income from it must not be less than the required minimums.

2. The presentation of a certificate issued by the appropriate Mexican Foreign Service official, showing that the immigrant has sufficient income for the monthly minimums indicated above. The Foreign Service official shall submit, with the certificate signed by him, a legal copy of the documents which have been shown him, having first collected proof that the "rentista" will actually receive in Mexico, in a fixed and regular manner, the pensions, rentals, or other income referred to above.

Rentista

The immigrant who is a recipient of fixed income from abroad is admitted as a "rentista" on condition that he will not engage in remunerative activities in Mexico; however, he is permitted to make lawful investments in the Republic without losing his migratory status of "rentista." These investments are to be made "with the same limitations that apply to an investor."

In order that the "rentista" may be granted annual legalization of his migratory documentation, he must prove that the stated income sources do exist when they are not guaranteed by a cash deposit.

Under the Customs Code and the Income Tax Law, a "rentista" is granted certain tax exemptions. In addition to the usual import duty exemptions granted to other provisional immigrants on household and personal effects, etc., he now can import duty-free, under temporary permit, one automobile. The "rentista" may replace his automobile abroad and continue enjoying the same tax exemptions with the prior authorization of the Ministry of Finance and Public Credit. These operations must be noted in his migratory documentation by the customs authorities.

The "rentista" may not dispose of an automobile granted duty-free importation, and it may not be sold in the Mexican market. Should this prohibition be violated, the vehicle becomes the property of the Federal Government.

Export duty exemption

On leaving, the "rentista," like other immigrants, is exempt from the export duty on effects he has imported duty-free on entering Mexico.

The "rentista" is also exempt from income tax on the pensions or other income received from abroad. Nacional Financiera, S.A., or the respective credit institution, will withhold from the income and pay the income tax (under Schedule VI) on the "rentista's" income obtained in Mexico from the trust or cash deposits which he establishes in these institutions.

Dependents

Sons, nephews or brothers of a "rentista" who agrees to support them may only be admitted as dependents when they are minors or are incapacitated for work. When a male dependent who has entered the country as a minor becomes of age he must establish his migratory status.

Applications for students under 15 (formerly the law stipulated 16 years of age) must be signed by the person exercising parental authority, the tutor, or the person under whose care and custody he will live in Mexico. Nonimmigrant students may leave the country for 120 days each year. To return, they must present themselves to the nearest Mexican Consulate for confirmation of their migratory permit.

Students may not engage in remunerative or lucrative activities, except those of professional practice and social service which are part of their studies and then only with the prior authorization of the Ministry. Close relatives of students are granted the same migratory status as students, and the relationship must be proven.

In addition to the foregoing regulations, the Mexican Government issued a decree on December 30, 1961 (effective Jan. 14, 1962), which establishes a 5-day single-entry Tourist Card (costing 50¢) and permits tourists to enter the interior as well as border towns.

Users of *Establishing a Business in Mexico, Living Conditions in Mexico,* and *Investment in Mexico* should take note of these changes in Mexico's Immigration Regulations.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

France eliminates certification bar to U.S. scallops

Recognizes Interior Department certificate of wholesomeness

The French market has been opened to U.S. fresh and frozen scallops as a result of a recent Government decision, the U.S. Embassy in Paris reports.

In response to a U.S. request, France has agreed to recognize the U.S. Department of Interior "Certificate of Quality and Condition" for scallops as a certificate of wholesomeness. Under French regulations such certificates, signed by a recognized authority, must accompany shipments of scallops to France.

Imports of scallops into France are free from quantitative restrictions and import licensing. Import duty is low—9% ad valorem on c.i.f. (cost, insurance and freight) value—and additional import taxes negligible.

Prospects for the sale of scallops in France are good. Local production does not satisfy the demand—particularly for frozen scallops—and there is an active interest in importing them from the United States.

The names of French importers of fish and seafood are available in a Commercial Intelligence Division trade list entitled *Provisions—Importers and Dealers, France,* which may be purchased for $1 from the Department of Commerce field offices. Relative size of each firm, products handled and size of sales force are indicated in the listings.

The certificate of Quality and Condition which must accompany each shipment may be obtained from the Regional Director of the U.S. Bureau of Commercial Fisheries. Applications from the New England area, for example, should be sent to the Regional Office at Gloucester, Massachusetts.

Nicaragua to boost revenues through new taxes on income, real and personal property

Levies on inheritances, real estate transfers, legal document stamps go up, income deductions tightened

Seeking increased revenue, Nicaragua has enacted 6 measures raising taxes on income, real estate, personal property, transfers of real estate, inheritances, and stamps required on legal documents.

According to the U.S. Embassy in Managua, a new progressive income tax has been imposed (see table).

Taxable Income (córdobas)			Tax			On excess over
to 50,000	($ 7,142.86)				4%	———
50,000.01 to 60,000	($ 8,571.43)	2,000	($ 285.71)	plus	5%	50,000
60,000.01 to 100,000	($14,285.71)	2,500	($ 357.14)	"	10%	60,000
100,000.01 to 200,000	($28,714.29)	6,500	($ 928.57)	"	15%	100,000
200,000.01 to 300,000	($42,857.14)	21,500	($3,071.43)	"	20%	200,000
390,000.01 to 400,000	($57,142.86)	41,500	($5,928.57)	"	25%	300,000
400,000.01 to 500,000	($71,428.57)	66,500	($9,500.00)	"	30%	400,000

On incomes above 500,000 córdobas a 35% tax is paid on the entire taxable income. Previous taxes were assessed at from 4 to 30% on taxable incomes up to 2,000,000 córdobas ($285,714.29).

The new income tax law tightens up deductions, particularly for salaries paid to family members. Deduction of losses for bad debts is limited to 3% of gross income. A new deduction for rents paid up to 6,000 córdobas ($857.14), plus 20% of any excess over that, is now allowed for rent paid by the taxpayer for his home. The initial exemption is reduced from 20,000 ($2,857.14) to 12,000 córdobas ($1,714.29).

Real estate

Other tax legislation places a tax of 1% a year on real estate and personal property valued in excess of 10,000 córdobas ($1,428.57). The córdoba level in these two taxes is a minimum, below which no taxes are paid and above which taxes are paid on the total amount.

In the case of real estate taxation the law permits the deduction of the amount of outstanding mortgages in computing the basis for assessment of the 1% tax. However, in this case the holder of the mortgage on real estate becomes subject to the 1% tax on personal property. The personal property tax will be levied upon the difference between assets as represented by movable goods, furniture, appliances, and money, credit, titles, and stock, and the liabilities affecting them. For banks the tax will be based upon total paid capital and legal reserves.

Previously, real estate and personal movable property in excess of 3,000 córdobas were taxed at 0.65% per year except for the taxpayer's house, which was taxed at 1% per year.

The new tax on real estate transfers, if by sale, is 3% of the value. In the case of gifts, those below 5,000 córdobas ($714.29) are exempt; those above 5,000 córdobas are subject to tax on an increasing scale varying between 5 and 15% depending upon whether the transfers are made to members of the immediate family or other relatives or persons. This transfer tax is also payable on inherited property in addition to the inheritance tax. Taxes on transfers of real estate are higher than those previously applied. Heretofore sales were subject to a tax of 0.5% while a tax scale ranging between 0.5 and 7% for immediate family was levied on gifts over 500 córdobas ($71.43).

Inheritance

The inheritance tax is new and is levied in addition to real estate transfer taxes. This tax is based upon the liquid value of inheritances or gifts of personal property or of real estate in or out of Nicaragua, provided the last residence of the donor of the gift was in Nicaragua; also that the stock or shares are in Nicaraguan companies, and any other property is unregistered. The tax is payable by heirs and legatees regardless of their nationality or residence. Inheritances under 5,000 córdobas ($714.29) are exempt. The progressive scale begins at 5% for amounts over 5,000 córdobas and is similar to the scale used for taxing real estate.

The stamp tax, replacing the 1939 law, contains a new schedule of fees for legal certificates or documents. It simplifies the fee schedule and eliminates many unproductive fees while sharply increasing others by as much as 10 or 20 times. For example, a general power of attorney would cost 100 córdobas ($14.29) instead of 10 ($1.43).

The new taxes went into effect on the following dates: income tax, June 30, 1962; real and personal property taxes and the stamp tax, July 1, 1962; transfer of real estate and inheritance taxes, July 4, 1962.

Canada requires net weight on novelty candy labels

Net weight must appear on labels of confections with a gross weight of more than 2 ounces, Canada has ruled.

Manufacturers exporting such confections to Canada are requested to revise their labels, as needed, to meet this requirement.

The purpose is to clear up confusion among consumers over Easter and similar novelty confections, which have varied widely in package weights without any apparent variation in size. Declarations of net contents by number are now considered inadequate for such commodities.

Bonn sets global quota for canned apricots and figs

West Germany has established a global quota of unannounced size for imports of canned apricots and figs in containers weighing less than 5 kilograms (11 pounds). Imports in containers over this weight are not subject to quantitative restriction.

Applications for licenses may be submitted until the quota is filled, but not later than June 28, 1963. Licenses will be valid for 6 months, and the final date for customs clearance is June 30, 1963.

With but a few exceptions, countries of purchase and origin must be identical.

Peru hikes duties and reclassifies variety of goods

Items include brake bands, paper, rice, bottles, printing ink

Latest changes in Peru's import duties and nomenclature of tariff items affect bond and ledger paper, brake bands, white paper, bottles and demijohns, floats for fishing nets, rice and printing ink. In most cases, the aim is to protect newly established industries.

Effective September 18, 1962, the specific import duty on Tariff Item No. 1270, "White paper from chemical pulp, such as bond paper, ledger paper and the like for printing purposes and typographical works, including featherweight paper, with or without wood pulp," will be increased from 3.90 to 5.80 soles (from about 14 to 21¢) per gross kilogram, but the ad valorem surcharge will remain at 15.917% of the c.i.f. (cost, insurance and freight) value.

Effective September 11, the specific duty on Tariff Item No. 2974-B, "Brake linings, in general, in rolls or cut," will be increased from 0.60 to 15.00 soles (2.2 to 55.5¢) per gross kilogram, with no change in the ad valorem surcharge of 15.917% of c.i.f. value.

From June 20, 1962, the nomenclature of Tariff Item No. 1269, "Yellowish white paper of mechanical pulp, not being newsprint, satined or not," was changed to "Yellowish white paper of mechanical pulp, not being newsprint, satined or not, whose chemical pulp content is not greater than 25%."

Another category created on June 2 was Tariff Item No. 2226-A, "Bottles and demijohns of chemical resistant glass, with certificate of quality, exclusively for bottling pure chemical acids, covered or not with lumber or rushes, cardboard or plastic material, with or without cap, with an individual capacity of not less than 5,000 cubic centimeters." This group is subject to a specific duty of 1 sol (3.7¢) per gross kilogram plus an ad valorem surcharge of 15.917% of c.i.f. value.

From September 11, 1962, the new Tariff Item No. 3320-B, "Floats for fishing nets of artificial plastic materials of the following dimensions: 7.62 centimeters (cms) by 3.61 cms by 1.27 cms and 11.43 cms by 8.89 cms by 1.428 cms," will be subject to a specific import duty of 9 soles (33.3¢) per gross kilogram and an ad valorem surcharge of 15.917% of c.i.f. value.

Effective for one year, from May 26, 1962, the specific import duty on Tariff Item No. 95, "Rice, unhusked," was increased from 0.12 to 2 soles (.44 to 7.4¢) per gross kilogram. The specific import duty on "Rice, husked, bleached or not," Tariff Item No. 96, was also increased for one year from 0.15 to 3 soles (.56 to 11.1¢) per gross kilogram. The ad valorem duties of 12.667 and 10.667% of c.i.f. value, respectively, on these items remain unchanged.

From June 12, 1962, the specific import duty on Tariff Item No. 966, "Black ink for newspapers and other common printing," has been increased from free to 3.25 soles (12.025¢) per gross kilogram. The ad valorem surcharge of 13.917% of c.i.f. value remains unchanged.

Banned imports listed by Mozambique board

Mozambique's Foreign Commerce Board has issued a new list of prohibited foreign imports.

The current list, while not much more extensive than the April list of 257 items, is more explicit in its definitions. A ratio has been introduced for several items which allows importers to bring in a certain percentage of the article from foreign sources.

The Foreign Commerce Board will draw up prohibited import lists at the beginning of each of its "Foreign Trade" years (March 1). Listed items will be barred completely or partially from outside of the escudo area.

An English translation of the new prohibited list is available on a loan basis from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C. The supply is limited.

Morocco in trade pacts with France, Spain, Hungary; French agreement provides more customs-free quotas

$50 million worth of goods to be exchanged with Spain, largely in items complementary to both economies; exchange with Hungary on rise

Morocco has concluded trade agreements with France, Spain, and Hungary, the U.S. Embassy in Rabat reports.

Under the Franco-Moroccan agreement—considered the most important—Morocco will benefit from increased or modified French customs-free import quotas for fruit juices, tomatoes, fish oil and meal, shellfish, and horses for butchering. Morocco will in return buy 50,000 tons of raw sugar from France at the world price and reduce custom duties on soft cheeses, wines, etc.

Concessions

Two concessions in principle have been attained by Morocco in the negotiations: (1) That customs-free import quotas—formerly set unilaterally by France—will be negotiated, and (2) that the quotas of France will not be reduced by the portion formerly attributed to Algeria.

Several of the French modifications of quotas for Morocco reportedly amount to a return to 1948 limits which had been reduced in the interim at the insistence of Algerian producers. Wine and wheat exports to France will be the subject of further negotiations in September.

The Spanish-Moroccan agreement provides for exchange of goods up to a total value of $50 million during the coming year. According to local press comments, the agreement stipulates that the exchanges, insofar as possible, will be in goods complementary to the economies of the two countries.

The Moroccan-Hungarian agreement provides for an increase in the exchange of various products. Among Moroccan products slated for export to Hungary are canned sardines and vegetables, fish meal, cotton, and minerals. Morocco will import from Hungary electrical and textile products, industrial and agricultural machinery, and various pharmaceutical chemicals. The payments agreement provides for clearing operations.

France publishes tariff revisions under EEC scheme

Lists include Common External Tariff and lower industrial rates

Implementing decisions of the European Economic Community (EEC or Common Market), France has revised its customs tariff from July 1. The new tariff schedule, published in the *Journal Officiel*, is divided as before into three columns:

In the first column of the published schedule are listed rates of the EEC Common External Tariff (CXT) becoming effective by 1970 or earlier through progressive alignment of the French tariff. These rates reflect CXT reductions on products for which the United States received concessions from the EEC under the recent GATT agreement (FOREIGN COMMERCE WEEKLY, March 19).

The second column shows current French external rates applicable to imports from most countries outside the EEC (including the United States). There have been many reductions on items in this column. In some cases, the current French external duty was brought to the CXT level.

Industrial duties

The third column lists current duties for imports from the EEC countries (West Germany, Italy, The Netherlands, Belgium, and Luxembourg) and associated territories. The revision of this column consists of a 10% reduction in industrial duties, bringing them to 50% of the basic (1957) rates.

In the second and third columns of the revised tariff, footnotes indicate that customs duties on cereals, eggs, pork, meat and poultry were being eliminated with the July 30 introduction of EEC import levies.

These French Government measures were based on EEC Council decisions of January 14—providing for a system of levies to replace all other forms of protection for agricultural products, March 6—approving the agreement concluding GATT tariff negotiations between the U.S. and the EEC, and May 15—accelerating the transitional period by providing for an additional 10% reduction of internal industrial duties.

Information regarding the current French duty rates is available from the European Division, Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Urea, ammonium sulphate contracts awarded by Sudan

Sudan's Gezira Board, awarding annual contracts for the purchase of urea and ammonium sulphates, contracted for a total of 36,000 tons of urea as follows: from Japan—18,000 tons; Italy—11,000 tons; German Federal Republic—7,000 tons. All these purchase contracts were obtained at a c.i.f. (cost, insurance and freight) price of about $74 a ton. In addition, 8,200 tons of ammonium sulphate have been contracted from a European supplier for about $38 a ton c.i.f.

Similar quantities will be required by the Gezira Board annually for at least the next 2 years pending erection of a projected fertilizer plant at Port Sudan, the U.S. Embassy in Khartoum reports. This situation offers attractive opportunities to U.S. suppliers interested in competing for the Sudanese market.

Prospective U.S. bidders will find it in their interest to secure the services of competent local agents.

Norway slashes list of imports needing license

A shrinking list of products is subject to Norwegian import licensing requirements after the latest Government action freeing a new group from contols, the U.S. Embassy in Oslo reports.

The newly freed commodities are: crude and refined soya oil, cotton-seed oil, ground nut oil, coconut oil, biscuits and wafers, soap powder and some detergents, doors and frames, stationery and furniture.

Few commodities still require an import license. Among these are: coffee, rice, fixed animal and vegetable oils, wood tar, charcoal, reconstituted wood, enamel bathtubs, some types of refrigerators and freezers, TV and radio receivers, and some types of ships.

On Jan. 1, 1963, more items will be permitted to enter freely without licenses, including fixed animal and vegetable oils, reconstituted wood, bathtubs, refrigerators and freezers, TV and radio receivers.

Except for agricultural products governed by special rules, only a limited number of imports will need licenses after January 1.

Austrian residents may freely buy foreign securities under latest National Bank announcement

Transactions must be carried out through authorized domestic financial institutions; convertible currencies allowable for certain countries

Foreign securities quoted on foreign stock exchanges and Austrian external bonds may be purchased freely by Austrian residents from non-residents, the Austrian National Bank has announced (Kundmachung Nr. 3/62, 7/4/62).

Such transactions must be carried out through authorized domestic financial institutions, and the securities procured must be kept with such institutions.

In transactions with residents of countries with which Austria deals in convertible currencies, payments may be made in those currencies. In transactions with residents of countries with which Austria has bilateral payments agreements, payments may be made only by crediting blocked accounts.

Sales of foreign securities may be made to non-residents only on a current and cash basis and through authorized domestic financial institutions. Foreign exchange proceeds from sales to non-residents or proceeds resulting from redemption by the issuer of the foreign security are subject to surrender requirements.

Austrian securities purchased by non-residents and paid for by debiting blocked accounts must be kept with an authorized Austrian financial institution.

This latest relaxation of exchange controls gives Austrian residents the same freedom in invisible transactions as that enjoyed by residents of the European Economic Community (Common Market). Purchases of foreign real property are still subject to exchange controls.

Iraq imposes duty hikes on scores of manufactures

Rates lowered for raw materials, items needed by local industry

Substantial duty increases on a wide range of manufactured products, many from the United States, are now in effect in Iraq, while reductions have been made on other items needed by local industry.

Among commodities affected by duty increases are automobiles, motorcycles, air-conditioners, electronic products, vacuum cleaners, tape recorders, electric fruit juicers, perfumes, binoculars, cameras, firearms, toys, household and industrial appliances, and similar durable consumer goods.

Duties were increased also on preserved foods, candy, liquors, tobacco products, leather wear, furs, silks, synthetic fabrics, rugs, and works of art.

Protection of national industries is the objective of duty hikes on milk products, starch, henna, salt, marble, ceramics, door and window frames, nails, roofing felts, gasoline, lubricating oils, certain paints, soap, tanned hides, certain paper products, woolen textiles and blankets, hosiery and knitted wear, razor blades, air coolers, electric fans, certain hand tools, and furniture.

Lowered

Reductions in duties were made on raw materials and semi-processed goods required for local industry and not available in sufficient quantities from local sources. Duties have been reduced or eliminated on cod liver oil, mica, coke, rubber, and short-fiber threads. Duties on coffee, spices and a few other products were changed from specific to ad valorem. An export tax on animals and animal products dropped from 10 to 5% ad valorem.

Goals of the new law are to encourage national production, protect industry from foreign competition, promote and diversify government income, maintain adequate foreign exchange reserves, and control inflation.

Although the import licensing system has not been abolished, the Government plans to coordinate quantitative import controls closely with the new tariff schedules in order to achieve national policy objectives. Higher customs duties rather than quantitative restrictions will be used to slow the importation of luxuries, semi-luxuries, and goods competing with Iraqi producers. Quantitative restrictions are also planned for products of any country discriminating against Iraqi commodities.

Rates of duty on individual items may be obtained from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Spain frees scores of imports in new liberalizing move

About half of items on list free from July 16, others next year

Spain has removed import restrictions from a seventh list of commodities. For approximately half of the list, liberalization is effective from July 16, 1962, and for the other half, from Jan. 1, 1963.

Liberalized from July 16 are: dried milk, honey, meat juices and extracts, toasted chicory, tar oils, coal tar, vegetable tanning extracts, artists' paints, photographic chemicals, disinfectants and insecticides, various hides and skins, artificial leathers, various hand tools, various wooden articles, various printed articles, abrasives, asphalt manufactures, asbestos articles, copper sheets and strips, tin bars and shapes, lighting equipment, welding rods, various musical instruments and various office supplies.

Liberalized from Jan. 1, 1963, are the following: artificial cryolite, leather manufactures, prepared furs, various paper wares, hemp fabrics, stockings of synthetic fibers, fishing nets, rubberized fabrics, various articles of clothing, footwear, felt hat bodies, umbrellas, various copper wares, gas cylinders of aluminum, various internal combustion engines, various pumps, non-industrial water heaters, dishwashers, materials handling machinery, electric motors, space heaters, electric irons, locomotives, mining machinery, crawler-type tractors, motorcycles, clocks, furniture, electric typewriters, and gas meters.

Information on individual products may be obtained from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Drug-sample imports placed under new Greek regulations

Greece now requires pharmaceutical samples to meet regulations controlling marking, size, content, sale, and quantity imported.

Under regulations effective August 8, foreign manufacturers and their Greek agents must place a red label on the carton and container of pharmaceutical samples entering Greece. The Greek words for "Free Medical Sample" must be printed in full and in block letters on the red label.

Imported samples may not exceed one-half the size and one-third the content of the smallest container of the pharmaceutical preparation to be sold in Greece. However, with the special approval of the Greek authorities, samples having the same content as the smallest container may be imported.

The sale of samples is prohibited and only Greek agents of foreign firms are authorized to stock them.

Not more than 10% of total imports of each pharmaceutical preparation approved for sale in Greece may enter as samples.

The regulations are not applicable to pharmaceutical samples intended solely for use in Greek hospitals, provided such samples are distributed through the Greek Sanitary Centers of the Ministry of Social Welfare.

Italy in new tariff shifts as EEC program continues

Italy's latest actions in keeping with European Economic Community (EEC) policies are reported by the U.S. Embassy in Rome to include:

1. Ten percent reductions on EEC industrial imports and 5% reductions on certain liberalized EEC agricultural imports, bringing the cumulative reductions to 50% and 35%, respectively, below base levels of Jan. 1, 1957.

2. A few changes in tariffs on imports from non-EEC countries resulting from the recent GATT (General Agreement on Tariffs and Trade) negotiations.

3. Adoption of CXT (common external tariff) ad valorem rates for manufactured tobacco imports from non-EEC sources in place of the former specific duties on such imports.

4. Duty-free or reduced duty quotas and other tariff reductions for certain basic materials and semi-finished products used in Italian industry.

5. Certain changes in tariff nomenclature to conform to similar changes in the EEC's common external tariff.

Kennedy visit strengthens Mexican ties; loans help restore sluggish economy

Too early to determine results of Presidential trip; heads of state reaffirm support for Alliance

President Kennedy's recent trip to Mexico has cemented relations between the two nations, but it is still too early to determine if it helped bolster Mexico's slumping economy.

President Kennedy visited Mexico on June 29-July 1 to discuss matters of mutual interest and economic significance with President Lopez Mateos, including the Alliance for Progress, economic and social development, and trade. The public reception given President Kennedy was the most impressive ever accorded a visiting foreign dignitary, and reflected the enthusiasm and warmth of the Mexican people.

A joint communique issued by the Presidents reaffirmed support of the Charter of Punta del Este and its program of accelerated economic and social progress. The Mexican President expressed the continued determination of his government to pursue policies which would promote financial stability and economic growth, and the U.S. President promised the cooperation of his government.

There was widespread speculation that Mr. Kennedy's visit would stimulate the flow of Alliance for Progress funds to Mexico and help strengthen investor confidence. Sufficient time has not elapsed to determine whether it had the desired effect on Mexican business. A $20-million Agency for International Development (AID) credit to increase agricultural activity in Mexico was announced during the visit.

Other loan activity

Other loans announced in June were a $160-million credit from the International Bank for Reconstruction and Development (IBRD) for electric power and highway programs, and $50-million in long-term credits from private U.S. financial institutions to Petroleos Mexicanos (PEMEX) for refinancing short-term obligations.

The Minister of National Patrimony has also announced a program for improving conditions in the depressed mining industry.

Business was spotty in June, but generally followed the predominantly slow pattern of earlier months. In Mexico City, chain retail food sales were better than in May and April. However, urban department store sales were off, after a slight improvement in May. Retail sales of home furnishings, apparel, hardware, and sporting goods were weaker, with only appliances somewhat stronger. Iron and steel sales volume held its own, but cement, chemical, automobile, and textile sales appeared lower than in May.

Industrial stocks

The index of leading industrial shares traded on the Mexico City stock exchange declined to 72.3 on June 30, compared with 74.9 and 86.3 at the end of June 1961 and 1960, respectively.

The Mexican cotton textile industry slumped in June due to an interruption of cotton yarn and cloth sales to Indonesia. This was reportedly due to the failure of the Mexican rubber manufacturing industry to purchase adequate quantities of Indonesian rubber. Late reports indicate that textile exports might be resumed in August, if Mexico steps up its purchases of Indonesian rubber. Meanwhile, there was a sharp increase during June in production of artificial fibers.

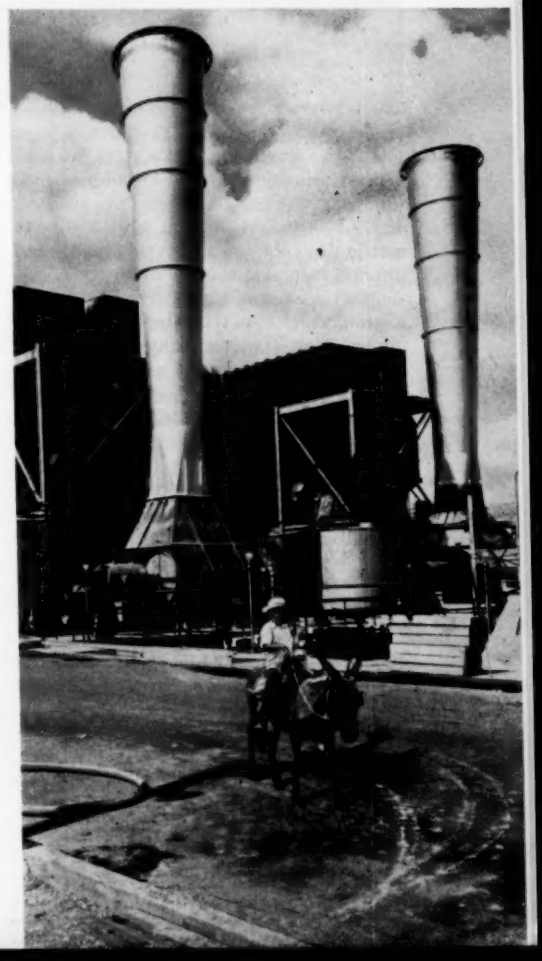
To finance expansion of its steel making and rolling capacity, Compania Fundidora de Fierro y Acero de Monterrey, second largest steel producer, increased its capital by an offering of 458,333 shares valued at over $4 million.

The International Finance Corporation (IFC) and Credito Bursatil, S.A. will underwrite the balance of the issue not subscribed by existing shareholders, the former by 75%, and the latter by 25% of the balance. IFC will also purchase outright 128,000 shares of Fundidora common stock. Kuhn Loeb & Co., Inc., Handelsfinanz A.G., and Morgan Guaranty International Finance Corp. will take up part of the IFC commitment.

Soda ash plant

The Industria del Alcali, S.A. will establish a $13.6 million soda ash plant in Monterrey. Allied Chemical Company will reportedly furnish know-how and some capital. The plant will produce 250 metric tons (one metric ton = 1.1023 short tons) of soda ash daily by 1964. The only manufacturer produced 75,000

MEXICAN CONTRAST: Transportation is still primitive in many parts of Mexico, despite a vigorous reform program which has resulted in factories such as the one in the background. Presidents Kennedy and Mateos discussed the Alliance for Progress during Mr. Kennedy's recent visit. (World Bank Photo)



POWER FOR MEXICO: Workmen install a 27-ton rotor at the 82,400 kw. capacity thermoelectric plant at Lecheria, 13 miles north of Mexico City. Presidents Kennedy and Mateos discussed U.S. aid to Mexico's economy through the Alliance for Progress during Mr. Kennedy's goodwill visit. (World Bank Photo).

metric tons of soda ash in 1961, and imports last year were 77,000 tons.

PEMEX offered to allow private firms to establish a polyethylene plant with minor capital participation by PEMEX. The cost of the plant is estimated at $8 million.

Bank deposits fluctuated in a seasonal pattern during the first half of 1962, but apparently have not increased sufficiently to confirm reports that 1961's flight capital is returning in substantial amounts. Several private commercial banks report that demand for industrial loans has slackened, and some industrial development institutions are financing consumer sales because industrial borrowers at high interest rates are not available.

The $20-million AID agricultural credit agreement is designed to provide medium and long-term farm improvement credits to increase productivity. The loan will be combined with new public and private Mexican resources and a Mexican program of agricultural and technical assistance. Funds will be made available to farmers through private banks. The Bank of Mexico trust fund, The Fund for the Guarantee and Development of Agriculture, Livestock and Poultry, will administer the program.

Prices remain stable

Government price indices were almost uniformly stable in the first half of 1962. Currency in circulation declined 1% in June and 7.9% in the first 6 months of 1962. However, currency in circulation at the end of June was 6% higher than at the same time in 1961, and the decline in the first half of this year was 0.4% less than in the same period of 1961.

Imports in May rose to $94.3 million from $86.2 million in April, but were less than May 1961 imports of $97.6 million. Imports from the U.S. rose to $61.5 million in May from $55.5 million in April, but were substantially less than May 1961 imports of $68 million.

Imports of non-fat powdered milk were over 8,000 metric tons in the first 5 months of 1962, and were made by semi-government or charitable institutions. In March 1962 the Mexican Government stopped issuing permits for commercial imports.

Exports declined sharply in May, to $63.4 million from $86.3 million in April, and from $68.8 million in May 1961. Exports to the U.S. (not revalued) declined to $41 million in May from $59.5 million in April, and from $50.8 million in May 1961.

Tourism on upswing

Reports on tourism were favorable. Border crossers increased sharply in June and early July after a seasonal decline in May. Tourist cards issued in May declined to 49,051 from 56,241 in April, but remained well above the 34,813 reported in May 1961.

Work began on the pilot canal in the Port of Topolobampo, which will facilitate the movement of vessels at the new terminal of the Chiahuahua–Pacifico Railway. The experimental canal will be 4,428 feet long, 195 feet wide, and 19.5 feet deep.

President Mateos during a trip through the State of Tamaulipas in June, announced that federal agencies would continue to study the proposed Matamoros Port construction project, including its financing by a Dutch company. Construction is supposed to begin by the middle of 1963.

The Minister of National Patrimony announced that the Government would attack the "crisis" in the mining industry by attempting to diversify and industrialize minerals production. Mining companies will be invited to join with the Government in expanding the working of non-metallic mineral deposits, to industrialize metallic mineral production to reduce Mexicans imports, and displace exports of semiprocessed metals and minerals with finished products.

The Minister asserted that this diversification and industrialization would save Mexico about 600 million pesos annually in imports of non-metallic minerals and compounds and finished products. In addition, the industrialization of metallic minerals would halt the closing of mines, create new jobs, and develop new industries.

The Government, according to the press, has recently entered into an agreement with the United Nations (UN) for

a minerals exploration program, including base mapping, geological surveys, and geophysical land and air inspections. The UN will contribute $848,000 from its Special Fund, and the Government of Mexico $1.5 million for the exploration program.

PEMEX obtained long-term financing of $50 million of its short-term foreign obligations in an arrangement with the Chase Manhattan Bank and Eastman Dillon, securities underwriters. Reportedly, Chase Manhattan Bank of New York has extended $30 million at 6% for the 1962-67 period. Of this amount $17 million will reimburse Chase Manhattan for outstanding obligations from a previous $50 million credit.

Eastman Dillon has placed $20 million worth of PEMEX obligations with a group of financial institutions, including $16 million with Investors Diversified Services. The $20 million will earn 7% interest and amortization will not begin until 1967.

Rains generally good

The rainy season started in June with satisfactory rains throughout most of Mexico. Only in the northwest and parts of the central plateau was rainfall light. Water stored in irrigation dams, which had fallen to 38.8% of useable capacity on July 1, was increasing normally.

Light rains in Durango brought water storage down seriously, and unless there are heavy rains soon the important cotton crop in the Laguna region will be adversely affected.

On June 16 President Lopez Mateos inaugurated the Guadalupe Victoria Dam on the "El Tunal" River in the State of Durango. The dam, which has no power generation equipment, is intended to irrigate some 22,239 acres of land which heretofore has depended upon sporadic rainfall.

Cotton production during the 1962-63 season is estimated at slightly over 2 million bales, as compared with a little less than 2 million in 1961-62. Cotton stocks are large, and exports thus far in 1962 are running at levels well above those of 1961.

EXPORTING ART

Information on a program designed to circulate the visual arts throughout Latin America, the Near, Middle and Far East, Africa, Australia and Europe is contained in the July-August issue, Washington International Art Letter, 1026 20th St., NW., Washington, D.C. The program, expected to cost $200,000 per year, is to be privately financed.

Philippine wood industry optimistic; foreign development funds wanted

AID assists forestry research lab; Japan buys 85% of log exports; new hardwood gaining acceptance

Continued favorable economic policies in the Philippines and increased prosperity in the U.S. contribute to an optimistic future for the Philippine wood products industry.

The export of logs and manufactured wood products is of considerable economic importance to the Philippines, representing the Republic's third most valuable export with about one-fifth ($90 million) of total export receipts.

The prospects for increasing exports of logs and wood manufactures appear bright, with logs continuing to predominate. Exchange controls have been lifted by the Philippine government, and other reforms and economic development proposals are in the offing.

Substantial additional investment with foreign participation will be required for further expansion of the Philippine wood products industry and to provide an increasing variety of end products. Pulp and paper manufacture is an early prospect.

Lines of special purpose plywood and special decorative and finishing processes are being added in several plywood mills. Wood preservation processes are already in operation and are expected to increase both domestic and export consumption.

AID helps research

A Forest Products Laboratory sponsored by the Philippine Government and AID has developed into a competent research facility supplying technical information for utilizing Philippine woods.

The largest share by far of Philippine wood exports is in the form of logs, 85% of which go to Japan.

The Philippine logging industry is therefore essentially an export industry based primarily on the popularity of Philippine-type hardwoods for plywood and decorative uses. Although many of these woods are frequently called "Philippine mahogany," they are actually not mahogany at all but rather an assortment of lauans and related species.

Log exports to Japan account for much of the increased forest product exports in the last 5 years.

According to public statistics, which may be understated, about 800 million board feet of logs were exported in 1961, 5% more than in 1960 but about the same level as 1959.

Plywood sales off

Exports of Philippine plywood totaled 112 million square feet, valued at $4.4 million, during fiscal 1960-1961, a decline of 37% from the previous fiscal year. The decline was attributed to a smaller U.S. market along with Japanese competition. A decided improvement in the latter months of 1961, however, brought plywood exports for calendar 1961 well ahead of 1960, by an estimated $7 million.

Domestic plywood consumption, meanwhile, increased by 10%, reaching 160 million square feet during fiscal 1960-1961. Total production was aided by this domestic pickup, but was still 17% below the preceding year. The Philippines consumes more plywood than it exports, but the best grades are usually exported.

Almost all of the veneer produced in the Philippines (except for domestic use in plywood) is exported; exports equalled 94% of production in the fiscal 1960-1961. Veneer is exported almost exclusively to the U.S., as is plywood. The 1960-1961 veneer production totaled 240 million square feet, 6% below the previous year. The estimated value of veneer exports in calendar year 1960 was $3.2 million.

Compared with logs, the volume of lumber exports is small, totaling only 44 million board feet in 1961, 7.5% below the previous year. Again the U. S. was the principal market for exported lumber, with small amounts destined for Africa, Europe and Far Eastern out-

Popular new hardwood

The remaining important wood product is a hardboard (compressed fiberboard) called Lawanit, which is produced by a single company utilizing wood waste. It has become increasingly popular since it was first produced in 1957, and domestic demand now consumes virtually all of the plant's capacity of about 1,586,000 sheets (4 x 8 ft.) per year.

Canadian economy recovering; long-term outlook uncertain

U.S. agricultural sales will be hardest hit by currency measures; reserves accumulate, consumer spending and employment up

The effects of the foreign exchange crisis in late June clearly dominated the Canadian economic situation during July.

After the June 24 announcement of arrangements for massive international support of the currency, reduction in government expenditures, return to a fixed and much higher (6%) bank rate, import surcharges and a reduction in duty-free tourist allowances, speculative pressures subsided and foreign exchange quotations on the Canadian dollar advanced to the high side of the 92.5 (U.S.) cent par.

U.S. trade

The surcharges are expected to cut into U.S. agricultural and other exports to Canada, including livestock products, canned fruits and vegetables, and those fresh fruits and vegetables in which there is Canadian production. However, they may stimulate U.S. raw cotton exports by restricting trade in finished textiles, which may in turn advance Canadian mill activity.

U.S. trade with Canada as a whole was advancing before the application of the surcharges late in June. Exports were up 8% from last year to a value of $1,569 million for the 5 month-period ended in May, imports were up 18% to $1,425 million for the same period.

Commercial transactions during the last week of June added $58 million to official exchange reserves, which had been further boosted by $650 million (U.S.) in loans from United Kingdom and U.S. government agencies, and a drawing from the International Monetary Fund (IMF). Operators in the foreign exchange market believe substantial additional amounts were added to reserves in July.

Despite this encouraging outcome, however, most economic commentators remain bearish concerning economic prospects. The expectation of higher prices and the necessity for higher interest rates to attract foreign capital and restore confidence, are expected to have a dampening effect on economic growth even though the tariff surcharges and currency depreciation are interpreted as promoting some increase in domestic production.

Few observers expect the 1962 gross national product to increase by the 7% figure predicted in the budget speech of April 12. On the other hand, most still expect 1962 to be a "good" year, compared with the 1958-61 average.

Sales and production experience in the first half year was generally favorable although there were indications that the rate of revival, which was sharp in 1961, was slowing down. The national accounts for the first quarter showed that additions to business inventories were not the expansionary influence in that period that they were in the last quarter of 1961.

Consumer spending gains

However, labor income remained strong and consumer spending recorded one of the largest quarterly gains in recent years. The gross national product, seasonally adjusted, and with allowance for normal crops this year, was estimated at a record annual rate of $38.6 billion (Canadian), compared with $37.9 billion in the preceding quarter and $36.8 billion for 1961.

The high level of consumer spending persisted through May, the latest month reported. The (unadjusted) dollar value of retail sales for that month was 9% over April and 6% over May, 1961. The cumulative increase for the 5 month-period averaged 6% higher than last year.

The seasonally adjusted industrial production volume index gained another 1% during May and stood at 185.5% of the 1949 base, a new high. In the first 5 months of 1962, the index advanced 5 points after a 14 point rise during 1961.

Its mineral component has been influenced by the rapid rise of petroleum and natural gas output but the manufacturing component has also pushed to new highs, in large part because of increased durables output.

Large auto sales

Both consumption and production indexes owe some of their strength to the good year in automobiles. Factory shipments of passenger cars were up 41% over May of last year; for the 5 month-period they were up 32% over 1961. Retail sales in other lines have not been as strong but they have recorded gains of smaller size and varying degree among commodities.

Reflecting the increase in auto output, steel production in the half year was 10% higher than last year.

Employment was also increasing through June, particularly in the manufacturing industries, which continued to show larger than seasonal gains. Overall second quarter employment was 3% above 1961, with a gain of 5% in manufacturing. Shortages of skilled labor and professional employees were reported in most Quebec and Ontario manufacturing industries.

Youngsters flood labor market

A particularly large influx of young people into the labor market, however, contributed to a contra-seasonal rise in the unemployment rate to 6.2% of the labor force during the month (compared with 5.6% in May and 5.7% in April).

Corporate profits, which rose sharply and continuously in 1961, levelled off in the first quarter of this year. Nevertheless the total of planned capital spending reported at mid-year in the Government's annual survey of spending intentions was up 2% over the beginning of the year. The new total is $8.8 billion (Canadian), 8% above the amount actually spent in 1961. Anticipated manufacturing expenditures were particularly important in primary metals and metal fabricating, petroleum refining, paper and electrical products.

Anticipated housing expenditures for the year, as reported in this survey, were up 4½% above actual 1961 expenditures at the half year. The dollar value of con-

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

struction awards in the half year, compiled in another report, was up 22% over 1961 while awards for business construction were up 44%.

The investment picture in general is clouded by the changed financial environment, which could also adversely restrict consumer appetite for durables.

After the exchange rate was pegged on May 3, the Bank of Canada lowered its support prices for government bonds in an attempt to attract foreign capital back into the country. At the same time the chartered banks were selling government securities to meet heavy loan demands. The result through mid-July was a gradual tightening of credit and money rates at the highest levels since 1959.

Finance Minister Fleming estimates his new money requirements over the balance of the fiscal year (March 31, 1963) in the neighborhood of $500 million, or approximately the amount derived from net sales of Canadian savings bonds in each of the past 2 years.

$200 million bond issue

He has also announced that the Federal Government would re-enter the long-term money market for the first time in over a year by floating a $200 million bond issue to mature in 1969 and 1980. The proceeds will redeem $285 million of bonds maturing in August.

Other significant developments in the field of finance during the second quarter included the introduction of bankers' acceptances, establishment of a new private financing company by chartered banks and trust companies, and the proposed establishment of a similar company by another group of banks and trust companies. These new agencies will enable the banks to enter the long-term financing field, and in conjunction with the introduction of bankers' acceptances, they are expected to broaden the Canadian money market.

The income position of agriculture remains good and, including government payments for last year's small Western grain harvest, about the same as last year. Dry weather has affected crop prospects in some areas but at the end of July they were reported fair to excellent, better than a year ago.

Total wheat acreage is large and is setting records in Saskatchewan. Wheat exports have remained strong and the crop year ended July 31 is expected to record one of the largest movements in Canadian history, between 360 and 365 million bushels.

The devalued Canadian dollar, along with the new import surcharges, is expected to raise Canadian prices. The consumer price index in June was at 130.5% of the 1949 base, a new high. However, it had risen only slightly in the past 2 years, by 1½ points since mid-1961 and by 3 points since mid-1960, despite the currency depreciation.

The stability is largely accounted for by counteracting movements in food prices; meats have risen due to a shortage of feed from last year's small grain crops, and some other items, including potatoes, poultry, eggs, and butter, have also declined.

As a whole, the farm products division of the wholesale price index is relatively unchanged from last year, whereas industrial materials have risen 8%, the full amount of the decline in the currency's foreign value.

U.S. refrigerator exports slumping

Still constitute 6 to 7% of total output; price per unit is rising

The decline in exports of American refrigerators increased during the first quarter of the year, but foreign shipments still account for between 6 and 7% of annual U.S. production.

According to recently released Commerce Department figures, exports in the first quarter of 1962 were $7.2 million, compared to $10.7 million in first quarter 1961. Foreign shipments for all of 1961 dropped to $34.5 million against $38.5 million in 1960 although unit prices generally have been advancing. The decline in U.S. exports has been reflected in all major markets.

The U.S. is the chief producer of the larger type of household refrigerators, while most of the foreign producers concentrate on the smaller types.

First quarter 1962 sales to Canada, the top U.S. market, were $1.7 million against $1.8 million a year ago. In Venezuela, second laregst buyer, the figures were $745 thousand compared with $2 million last year. Lebanon, Iran and Iraq, other principal outlets, also showed a falling off.

It is expected that the household refrigerator exports to Canada will continue to decline because of the recent application of 15% surcharge there. U.S. refrigerators are highly regarded in Canada however, and it is anticipated the Dominion will continue to be the chief U.S. market.

Consortium and World Bank allot $1 billion to India

To aid second year of current plan; total pledged exceeds $2.3 billion

The 10-nation Aid-to-India Consortium and the World Bank has agreed to lend India over $1 billion for development projects during the second year of her current 5-Year Plan. The Plan calls for $5.5 billion in external investment, and the Consortium has supplied more than $2.3 billion for the first 2 years.

The U.S. offered again this year to match all contributions by other nations up to a total of $500 million, but the other nations pledged only $435 million this year. A $200 World Bank loan boosted this year's commitment over the billion mark.

Belgium and Italy became full members of the Consortium at this meeting. Other members of the group, which is sponsored by the World Bank, are Austria, Canada, France, Germany, Japan, the Netherlands and the United Kingdom.

Foreign investment in India at record levels this year

Foreign investment activity in India was at a record high level in the first 6 months of 1962, with the Government of India's Foreign Agreements Committee approving 259 new collaboration agreements between Indian and foreign firms. A total of 400 such agreements were approved for the entire year 1961.

American firms accounted for 68 of the new agreements, 46 on a licensing basis and 22 on the basis of equity participation. Issue of capital stock was simultaneously approved for 20 of these 22 cases involving American equity.

American equity participation in these joint ventures through plant and equipment, cash, and technical know-how amounted to approximately $10 million, compared with annual totals of $9.4 million in 1961, $12.4 million in 1960, and $14.5 million in 1959. In most of these ventures, American companies will hold a minority interest, but in 3 they will hold the majority and in another 3 will participate on a 50-50 equity basis.

ALL ROADS LEAD TO MARKETS: This sign at Maiduguri, in Northern Nigeria, points the way to some of the world's prime rubber markets. The new railhead should stimulate Nigeria's world trade by opening up its interior to Atlantic ports. Nigeria is Africa's largest natural rubber producer. (World Bank Photo)

African rubber industry is world's second largest supplier; U.S. firms invest

Equatorial area is naturally suited to rubber cultivation; Nigeria, Liberia and Congo dominate production; some governments overcome mistrust of foreign investment

The African rubber industry has vaulted into second place behind Southeast Asia as the world's principal supplier of natural rubber.

The 3 nations of Liberia, Nigeria and Congo accounted for more than 96% of the continent's 1961 exports, which constituted 8% of total world shipments. The same 3 countries account for over 91% of African acreage under rubber cultivation.

The U.S. has historically taken about half of Africa's rubber, and U.S. firms play a significant part in expanding the continent's rubber output.

Rubber exports almost tripled during the 1950's, with Nigeria and Congo scoring the strongest gains. In 1957, Nigerian production surpassed Liberia's, which had long been the unchallenged leader among African rubber producers. As recently as 1950, Liberia supplied almost 60% of total African exports.

Rubber cultivation is limited to the equatorial belt, stretching from 8 degrees north to 6 degrees south latitude, exclusive of most of the East African countries.

Several large American firms are operating in Liberia. Firestone's Harbel plantation covers 90,000 acres containing 10 million rubber trees. Firestone taxes furnish about one-third of the Liberian Government's operating revenues, in addition to providing salaries for 25,000 Liberian families.

B. F. Goodrich has also recently invested $8 million in a 58,000 acre rubber plantation.

Liberian outlook bright

Liberia's rubber production is expected to begin increasing in 1962. A large number of acres owned by smallholders will be ready for first tapping, as will a new 10,000-acre U.S. owned plantation, which should add substantially to production in the next few years.

While the Liberian Government has only recently started to encourage Liberian farmers to grow their own trees, Nigeria is principally a land of small rubber holdings, with few large estates. Large plantations, requiring a large initial capital outlay, were discouraged until recently because it was feared they would lead to excessive foreign control over Nigerian land.

This policy was modified in 1952 and several large plantations have since been established, led by Dunlop's $11.2 million, 21,000 acre spread in Eastern Nigeria. The first of these plantations are expected to reach maturity this season. Tire factories are planned in Lagos and Port Harcourt to help process this rubber and provide the country with an integrated rubber industry from planting to final manufacture.

Processing industries started

In Western Nigeria, the British Bata Shoe Company recently opened a $168,000 crepe rubber factory at Benin City at about the same time as the Western Nigerian Development Corporation announced plans for expanding rubber production and processing under its jurisdiction.

A new $389,200 processing factory was added to the Corporation's rubber estate at Araromi, where tapping began in 1961 on 423 of the plantation's 12,000 acres. Peak production of the Araromi estate is expected in 1967, when the plantation will begin to yield 13.5 million pounds of high-grade rubber annually and employ about 4,000 tappers daily.

The Western Nigerian Government also has set up a $532,000 regional rubber research station to promote the plant-

ing of rubber and to improve methods of management and processing. Special inducements are offered to foreign investors to set up new rubber plantations.

The Congo's natural rubber operations are again—unlike Nigeria—confined to a few large estates. Although 1961 production figures are not fully available, the Federation des Associations Provinciales des Enterprises du Congo, which consists of virtually all the major companies in the former Belgian territory, recently announced that 38,080 tons of natural rubber were exported by the country in 1961.

The political instability and lack of accurate information make the Congo situation a little more difficult to predict. However, most rubber plantations are believed to be operating without insurmountable difficulties and should be able to maintain current production. The amount of new planting, if any, is not known at present.

Production in other parts of Africa is negligible. In Ghana, with the assistance of a U.S. Mission, experiments with seedlings from Malaya and Liberia are underway in line with the Ghanian Government's desire to diversify the country's agriculture, now largely confined to cocoa.

Room for more

In summarizing the African rubber story, one thought is inescapable: the opportunity for rubber growing has not been fully seized upon by all the African nations although natural conditions—climate, soil and manpower—are most conducive to this form of agriculture.

Various reasons account for this reluctance: (1) unwillingness to increase rubber acreage because of the attraction of more spectacular industrial projects; (2) disinclination to make sufficient concessions to estate companies (invariably foreign-owned) who want long-term tenure and tax guarantees for fear that too much land would be foreign-owned; (3) a general uncertainty that rubber, depending on the currently depressed world market prices, would not bring the returns that other cash crops may. Apprehension over synthetics competition is not a consideration in Africa, where expansion of natural rubber production might make it possible for natural rubber to undersell synthetics.

On the other hand, the fact that Africa is naturally suited for rubber planting and the examples of Liberia and Nigeria proved rubber growing beneficial to their countries' economies, may induce still reluctant nations to open their countries to natural rubber production and increase the continent's overall share in the production of one of nature's most important riches. With rubber processing plants following suit, another African self-sufficient industrial cycle could then be completed.

Moroccan mining outlook is mixed

Coal sales, phosphate output up; world lead and zinc prices drop

The Director of Mines, Mohamed Binkirane, has summed up the activity of the Moroccan mining industry for 1961 and the first half of 1962 as follows:

❶ Increased domestic coal sales,

❷ Reduced crude oil production in the Gharb offset by the new Essaouira field,

❸ A 500,000 ton increase in phosphate and the opening of the 82% phosphate plant at Khouribga,

❹ The demand for higher grade iron ore led to the closing of the Ait Amar mine, although the Uixan mine continues,

❺ Reduction in manganese output,

❻ Decline in world lead and zinc prices,

❼ Cobalt production remained stable.

❽ Continued research into the Kettara pyrrhotine deposit to be used in the Safi complex.

Mr. Benkirane noted expenditures of from 4 to 5 billion francs ($8-10 million) on oil prospecting while mines other than phosphate invested an estimated $3 million in new equipment and a similar sum in research. On the world price situation he indicated action on an international scale was being undertaken by the UN Zinc and Lead Study Group.

On the technical side he urged further research and technical training to improve productivity. He concluded by stating that a dahir (Royal Decree) was awaiting signature granting relief to various mines through abolition of export duties and provision for electric power rebates, particularly for lead and zinc mines.

MERCHANT FLEET GROWS

There were 915 vessels of 1000 tons and over in the active ocean-going U.S. merchant fleet in July, up by 7 as compared with June.

There were 27 government-owned and 888 privately owned ships in active service.

Capital, licenses wanted by firms in West Germany

Seek arrangements for pigments, brass tubing, metal products

A West German manufacturer of brass tubing seeks capital to expand production. Two other firms want licenses to produce high-grade pigments and various fabricated structural metal products.

Brass tubing. A nonferrous metal company manufacturing semi-finished precision products seeks U.S. capital for an investment of between $100,000 and $200,000 with possible participation in management.

This firm, which has a book value of over $1 million, has concrete plans for its expansion.

It produces dimensional round and profile brass tubing, from 1 to 30 millimeters in diameter, used in making tubular antennae for aircraft and automobiles, umbrellas, pens, and miscellaneous other finished products. The firm says it has orders on hand for the next 4 months, and that it could sell over double its present production.

Interested U.S. firms may obtain additional information from the Office of International Investment, Code 1020, U.S. Department of Commerce, Washington 25, D.C.

Pigments and structural metal

Pigments. A manufacturer of pigments is interested in being licensed for the production of high-grade pigments. It is particularly interested in lead-chromates. The firm manufactures inorganic and organic pigments as well as plastics products.

Write to Dr. Walter Bauer, c/o Va. Mehler A. G., Fulda.

Structural Metal Products. A medium-sized manufacturer is seeking licensing arrangements to produce various American products. It is interested in any or all of the following products:

Industrial apparatus made of sheet steel; pressure containers, tanks and related items used in chemical and other industries; heat exchangers and steam boilers; and special parts for construction and earthmoving machinery.

Write to Battelle-Institute e.v., Wiesbadener Strasser, Frankfurt/Main.

17 new reports issued as aids to U.S. exporters

World Trade Information Service reports are available

Seventeen new economic, operation and statistical reports have recently been published by the Department of Commerce in the form of World Trade Information Service booklets.

This is a continuing service, dispensing basic facts needed by exporters, investors, manufacturers, researchers, and all who are concerned with international trade and economic conditions throughout the world. Useful as reference background material, and equally useful with up-to-date operational directions, the World Trade Information Service is divided into three parts;

Part 1, Economic Reports; Part 2, Operation Reports; and Part 3, Statistical Reports are available at nominal cost from any of the Department's Field offices, or direct from the Superintendent of Public Documents, Government Printing office, Washington 25, D.C.

Economic reports—15¢

Economic Developments in Yugoslavia, 1961. WTIS, part 1, No. 62-50. 6 pages. June 1962.

Basic Data on the Economy of Italy. WTIS, part 1, No. 62-51. 18 pages. June 1962.

Establishing a Business in Liberia. WTIS, part 1, No. 62-53. 19 pages. June 1962.

Establishing a Business in the Federation of Rhodesia and Nyasaland. WTIS, part 1, No. 62-54. 13 pages. June 1962.

Establishing a Business in Uruguay. WTIS, part 1, No. 62-55. 19 pages. June 1962.

Operations reports—10¢

Import Tariff System of Costa Rica. WTIS, part 2, No. 62-30. 2 pages. June 1962.

Pharmaceutical Regulations of Austria. WTIS, part 2, No. 62-31. 3 pages. June 1962.

Import Tariff System of Ghana. WTIS, part 2, No. 62-32. 2 pages. June 1962.

Licensing and Exchange Controls, France. WTIS, part 2, No. 62-33. 5 pages. June 1962.

Import Tariff System of Colombia. WTIS, part 2, No. 62-34. 3 pages. June 1962.

Import Tariff System of Pakistan. WTIS, part 2, No. 62-35. 2 pages. June 1962.

Licensing and Exchange Controls, Australia. WTIS, part 2, No. 62-36. 5 pages. June 1962.

Statistical reports—20¢

Foreign Trade of the United Kingdom, 1960-61. WTIS, part 3, No. 62-13. 8 pages. May 1962.

Total Export and Import Trade of the United States, January-March 1962. WTIS, part 3, No. 62-14. 12 pages. June 1962.

Leading Commodities in U.S. Foreign Trade, 1961. WTIS, part 3, No. 62-15. 4 pages. June 1962.

Foreign Trade of Indonesia, 1959-60. WTIS, part 3, No. 62-16. 4 pages. June 1962.

Foreign Trade of Costa Rica, 1959-61. WTIS, part 3, No. 62-17. 4 pages. June 1962.

Licenses for metal, textile items asked in Netherlands

One Netherlands firm is interested in a license to manufacture equipment for the chemical, pharmaceutical, and food industries, and another company wants to make parachutes or other textile items for the aircraft industry.

A manufacturer of special equipment for the chemical, pharmaceutical, and food industries wants to produce additional equipment under license.

It is interested in making fan pumps, valves, heat exchangers, measuring instruments, and all kinds of air-conditioning apparatus.

Write to N. V. Zuurbestendige Apparatenfabriek D. B. Kooiman & Zoon, 23 Noordhoek, Papendrecht, The Netherlands.

License or joint venture arrangements are sought by a manufacturer of seat covers, life belts, and chair mouldings for aircraft; polar survival equipment; and bags for air shipment of wearing apparel. It is particularly interested in producing parachutes, but will consider other items which could be made with present equipment.

Additional information is available from the Office of International Investment, U.S. Department Commerce, Washington 25, D.C.

Write to N. V. Belgraver's Industrie—En Handelsonderneming, 9 Amsterdamsche Straatweg, Naarden, The Netherlands.

Greece proposes ferry service to Turkey

Hotel operator asks investment for Piraeus-Izmir service

A Greek hotel operator and exporter seeks U.S. investment for establishment of a ferry boat service from Piraeus, Greece, to Izmir, Turkey, with intermediate stops at the Greek islands of Chios and Mytilene.

Such a service reportedly would require the purchase of a ferry boat whose second hand price would be between $300,000 and $700,000 or $3 million for a new craft. The promoter offers the American investor a controlling interest in the enterprise on a 70-30 basis which would also be the basis for the distribution of profits and losses.

There is no daily ferry service now between Greece and Turkey, but there is shipping service on the Piraeus-Chios—Mytilene-Izmir route. Also, both the Greek and Turkish governments are very much interested in increasing their income from the tourist trade and are taking steps to improve tourist facilities, as well as to ease customs formalities.

Investment climate good

Additionally, the Greek investment climate is considered to be conducive to American investments because of its tax treaty with the U.S., the high depreciation allowances, exemptions from import duty of machinery and equipment, the freezing of taxes to the level prevailing at the time of the investment, provisions for the repatriation of capital and profits, constitutional guarantees on the sanctity of private foreign investments and the fact that the U.S. and the Greek and Turkish governments have concluded and ratified investment guarantee agreements which provide insurance for convertibility and insurance against expropriation.

For further information about the Greek and Turkish investment climates write to the respective area desks, Office of Regional Economics, U.S. Department of Commerce, Washington 25, D.C.

Additional details on this investment proposal are available from the Office of International Investment, Code 4-472-2, U.S. Department of Commerce, Washington 25, D.C.

Uruguay offers particleboard mart

Now has only 1 plant; needs at least $1 million for machines

A good potential internal market and general economic development plans in Uruguay highlight an investment opportunity for establishment of a particleboard industry in that country.

The only Uruguayan manufacturer of this product is presently seeking a joint venture arrangement to include private financial and technical participation. It is estimated that at least $1 million is needed to obtain appropriate machinery.

Since only 3% of the country's total area is forested, Uruguay depends heavily on the import of wood products; this constitutes a severe drain on the country's foreign exchange earnings. This, with the fact that the construction industry, a heavy user of wood products, is estimated to represent 40% of the entire industrial activity of the nation, should stimulate the interest of a potential U.S. investor.

In this connection is the fact that all lumber for concrete forms, doors, partitions, furniture, roofing, and baseboards must be imported, the total value of such imports estimated to be between $8-10 million each year.

This proposed joint venture would receive a cordial welcome from the Government of Uruguay and private interests in that country who are seeking to reduce costs for the construction industry. Housing program requirements alone indicate a sustained demand for particleboard.

Further details concerning this investment proposal are available from the Office of International Investment, Code 2-249-1, Department of Commerce, Washington 25, D.C.

Turkey and India get grants for agricultural research

The U.S. Department of Agriculture has awarded agricultural research grants to India and Turkey for studies of cotton processing, an equine parasite and food inspection.

The grants, which are administered by the Department's Agricultural Research Service, were made under a program financed by foreign currencies obtained through sale of surplus agricultural commodities under the Food for Peace Program.

U.S. Chambers of Commerce Overseas

As an aid to American businessmen wishing to contact U.S. Chambers of Commerce in different parts of the world, a round-the-globe list of addresses is given below:

ARGENTINA—Avenida R. S. Pena 567, Buenos Aires, Gerald J. Dougherty, Manager, cable address: USCHAMCOM.

AUSTRALIA — 11th Level, Kindserley House, 33 Bligh Street, Sydney, N.S.W., Edmond K. Bannon, Executive Manager.

BELGIUM—21 Rue du Commerce, Brussels, Edward Anderson, Executive Director.

BRAZIL—*Rio de Janeiro*—Avenida Rio Branco 80-19th Floor, Caixa Postal 916, Rio de Janeiro, D. F., Mrs. Eileen Mackenzie, Executive Vice President, cable address: AMERCHACOM.

BRAZIL—*Sao Paulo*—Rua Formosa 367, Caixa Postal 8109, Sao Paulo, Arthur Bennett, Executive Vice President, cable address: AMERCHACOM.

CHILE—Casilla 4131, Bandera 84, Santiago de Chile, H. Stewart, Secretary, cable address: AMCHAMBER.

CHINA—*Formosa*—Chung Shan Road, No. 2nd Sec., 3rd Floor, #47, Taipei, Taiwan, E. Y. Chen, Secretary.

DOMINICAN REPUBLIC—P. O. Box 343, Ciudad Trujillo, District of Santo Domingo, Mrs. Gloria P. de Lebron, Executive Secretary.

ENGLAND—75 Brook Street, London W.1, Victory E. Emery, Secretary, cable address: AMCHAM.

FRANCE—21 Avenue George V, Paris 8, F. P. Farish, Ger al Manager, cable address: NACIF iA.

GERMANY—Fasanenstrasse 4, Berlin-Charlottenburg 2, Walter E. Kuntze, Manager & Recording Secretary, cable address: AMASCOT BERLIN.
Branches—Fredrick-Ebert-Str 6, Post Office Box 73, Bremen, Dr. Agnes Thiermann; Rossmarkt 12, Frankfurt, a/Main, Paul G. Baudler, Manager; Rothenbaumchaussee/Tesdorpfstrasse, Hamburg, Renate Schalow, Secretary; Marienplatz 26, Munich, Dr. Jutta Schaller.

IRELAND—27 Merrion Square, Dublin 2, M. J. MacCormac, Secretary.

ITALY—12, Via Agnello, Milan, Herman H. Burdick, General Secretary, cable address: AMERCAM.
Branches—Via Montegrappa, N. 1, Bologna; Via Valfonda 9, Florence; Via XX Settembre N. 31, Genoa; Piazza dei Martiri N. 58, Naples; Piazza di Spagna N. 15, Rome; Via Massena N. 20, Turin.

JAPAN — 701 Tosho Building, 14, 3-chome, Marunouchi, Chiyoda-ku, Tokyo, Robert C. Story, Managing Director, cable address: AMERCHAM.

KOREA—Bando Building, Room 214, Seoul, James W. Tobin, Honorary Secretary, cable address: AMCHAMBER.

MEXICO—Lucerna 78, Esq. Viena, Mexico 6, D.F., Lee Hollingsworth, Executive Vice President, cable address: AMERICOMEX.

NETHERLANDS—Benoordenhoutseweg 6, The Hague, H. Poutsma, General Manager.

PHILIPPINE ISLANDS—Elks Club Building, Dewey Blvd., P. O. Box 1836, Stanley Fisher, Executive Vice President, cable adress: AMCHAMBCOM.

OKINAWA, RYUKYUS ISLANDS—P. O. Box 58, Koza, Okinawa, Ryukyus Islands, B. L. Wentworth, Recording Secretary.

SPAIN—Rambla Estudios 109, Barcelona 2, Manuel A. Caragol, General Secretary, cable address: ACOCIS.
Branches—Disputacion 8, Bilbao; San Augustin 2, Madrid; Ave. Queipo de Llano 13, Sevilla; Munoz Degrain 2, Valencia; Coso 15, Zaragoza; U. S. Representative (Spain) Mr. Antonio B. Caragol, 125 Broad St., New York 3, N. Y.

THAILAND—60 Patpong Road, P. O. Box 703, Bangkok, J. A. Cornett, Secretary, cable address: AMERCHAM.

URUGUAY—Rincon 723, P. O. Box 389, Montevideo, Carlos M. Sencion, Manager.

VENEZUELA—Penthouse Edificio Blandin, Plaza Chacaito, Caracas D. F., Harold J. T. Horan, Executive Director.

Alliance commits $80 million to Bolivian development plan

Funds will combat wide-ranging social and economic needs; Bolivian Government resumes payment on defaulted bonds

The Inter-American Development Bank (IDB) and the Agency for International Development (AID) have authorized more than $80 million in Alliance for Progress assistance to Bolivia. Part of the funds will be conditioned upon Bolivia presenting specific development projects under her proposed 10-Year Plan for Economic and Social Development.

AID will provide more than $60 million and the IDB has committed over $21 million.

A special committee containing members of the Alliance for Progress's Committee of Nine recommended the loans on the basis of Bolivia's recently prepared 10-Year Plan for Economic and Social Development and a series of internal measures, such as the agrarian reform of 1952, which are also in accord with the objectives of the Alliance.

Agrees to reforms

The Bolivian Government has agreed to further reforms in public administration, collection of taxes and customs duties, incentives for private enterprise, changes in the tax structure, strengthening of the planning structure and improving the national credit standing.

The U.S. funds will finance pre-investment studies and carry out feasible economic and social development projects, strengthen the resources of Bolivian credit agencies and hire technical personnel to aid the development effort.

Engineering surveys

Bolivia has already received a $6 million AID loan to contract with U.S. engineering firms for studies of specific projects, and a $3 million grant for an emergency public works program. AID may also lend $10.4 million to Bolivia's Agricultural, Mining and Industrial Credit Banks.

The remaining $42.2 million will be earmarked for projects outlined by the engineering feasibility studies.

IDB has also loaned Bolivia $10 million for small and medium agricultural, industrial, mining, electrical and irrigation projects undertaken by the Bolivian Development Corp. and $4.5 million for rehabilitation of the mining industry.

In another recent financial development, Bolivia resumed bond interest payments which had been in default since the summer of 1960.

Venezuela to buy U.S. equipment with Alliance loan

Eximbank furnishes $7.5 million for water supply expansion

The Export-Import Bank has authorized an Alliance for Progress loan of $7.5 million to Venezuela for U.S. materials and equipment to expand water supply systems in urban areas of the country. The loan is allocated under a $25 million line of credit made by Eximbank to Venezuela in 1961.

An agency of the Venezuelan Government, Instituto Nacional de Obras Sanitarias, (INOS) of Caracas will administer the project. A population shift from rural to urban areas has posed serious sanitation problems in the cities, and the extension and expansion of water supply and distribution facilities in 36 population centers of over 10,000 is planned.

U.S. equipment to be acquired through the Eximbank loan includes pipe, connections, meters, valves, pumps, and drilling machinery. No U.S. suppliers have yet been named; purchases will soon be made by INOS on a competitive bid basis.

'Cooley loan' aids U.S. hotel firm in Pakistan venture

Intercontinental Hotels borrowing equivalent of $581,000 for its part in building 304-room Karachi hotel

An American hotel chain will build a modern 304-room hotel in Karachi, Pakistan, with the help of an Agency for International Development (AID) local-currency "Cooley" loan.

AID is lending the Intercontinental Hotels Corporation the equivalent of $581,000 in U.S.-owned Pakistani rupees to participate in the project.

Cooley loans are made from local currencies the U.S. receives from sales of U.S. agricultural commodities abroad under Public Law 480. Designed to encourage private American and local business investors to use these funds for development projects in newly developing countries, the program is named for Rep. Harold D. Cooley of North Carolina, who sponsored the amendment to PL 480 authorizing such loans.

The new loan to Intercontinental, which has built more than a score of hotels overseas, will be repaid over 20 years at 6% interest. The U.S. Export-Import Bank, which formerly administered the local currency loan program, also committed the equivalent of $628,000 in rupees last year. Intercontinental also secured $2,153,800 in dollar loans.

Intercontinental is participating with Pakistan International Airlines, the Government of Pakistan and 2 private Pakistani investor groups in the Karachi project. Their organization anticipates building hotels in other Pakistani cities to promote tourism in the country.

SUGAR IMPORTS

A modification of sugar import regulations has been announced by the Department of Agriculture. It permits importers to reserve quota for, and fix rate of import fee applicable to, specified quantities of sugar as much as 110 days prior to shipment of the sugar, or 155 days prior to importation of the sugar.

U.S. economists urge $390 million for Indonesia plan

Presidential team advocates that U.S. furnish $235 million in 5 years

A team of American economists has recommended to President Kennedy a 5-year program of economic aid to Indonesia totalling $390 million, of which the U.S. would provide up to $235 million.

The amounts recommended by the team, however, do not commit the U.S. government to provide the funds, since this would require Congressional consideration.

The report of the 6-man team, which was headed by Dr. Don D. Humphrey of the Fletcher School of Law and Diplomacy, Tufts University, was presented to President Sukarno of Indonesia Wednesday by American Ambassador Howard P. Jones. The team had visited Indonesia in August, 1961, as representatives of the U.S. President.

The report recommends U.S. loans of from $146 to $171 million, and grants totaling between $51 and $62 million.

These sums would be used for education, resource surveys, agriculture, administrative improvements, research, transportation, machine tools and industrial power supply increases in Indonesia.

The report reviews Indonesia's economic development plan and recommends ways in which the U.S. and other governments might contribute to the plan's goals.

Congo buys corn worth $667, under Food for Peace Program

Agreement has been reached between the Republic of the Congo and the United States on an amended program under Title I, Public Law 480, for the sale of $667,000 worth (including certain ocean transportation costs) of about 394,000 bushels of corn.

The proceeds from this sale are to be used for grants for economic development; payment of U.S. obligations abroad; and various other U.S. uses.

Greece will build 10 gas stations with Cooley loan

A chain of 10 automobile service stations will be built in Greece with the assistance of a local currency "Cooley" loan from the Agency for International Development (AID).

AID will lend the equivalent of $585,000 in U.S.-owned Greek drachmas to Mobil Oil Hellas, S.A., Greek subsidiary of Socony Mobil of New Jersey, to help finance the stations.

The loan will come from drachma funds which have accumulated in Greece as the result of U.S. agricultural commodity sales there under Public Law 480. The loan is being made under provisions of the Cooley amendment to the law. This amendment authorizes AID to make loans from the local currency receipts to assist private enterprise in undertaking development projects in the countries purchasing the PL 480 commodities.

The Mobil Hellas loan, which will be repayable over 8 years at 6% interest, will help finance facilities for the expanding Greek tourist industry, and help meet the increased demand for petroleum products that has resulted from the country's economic growth.

Eximbank lends steel firm $26 million for U.S. goods

The Export-Import Bank has authorized a $26 million credit to the Yawata Iron and Steel Company, Ltd., of Japan for purchase of U.S. steel making machinery and equipment.

The loan will enable Yawata, the largest iron and steel producer in Japan, to finance dollar costs of U.S. equipment needed for its expansion and modernization program. Among the items to be acquired are automation programing control equipment, a hot shearing and finishing line, an electrolytic tinning line, a hot strip mill, a hot scarfer, a cold strip mill, spares and auxiliary machinery. The equipment will be installed in Yawata plants at Tobata, Hikari, Sakai and Chiba.

Although all orders under the Eximbank credit are not firm, U.S. manufacturers are expected to furnish most of the major export items.

Five leading Japanese commercial banks have guaranteed the Eximbank loan which is to be repaid over a period of 12 years commencing in 1965.

Alliance building children's clinics for inland Panama

UNICEF and WHO cooperate in million-dollar project

Panama's children will benefit from the nation's first pediatric health center, now being built at the town of Anton under the Alliance for Progress. After it is opened in November, the center will serve approximately 3,745 families.

Two-thirds of Panama's 1,100,000 citizens live in the interior, where health facilities are often limited or entirely lacking. Now, under a $1 million program, 15 health centers and 5 mobile health units will be provided for them. The pediatric center in Anton is the second of the 15 planned projects being constructed in Panama through the Alliance. All equipment will be made in the U.S.

Under the Alliance, the U.S. Mission of the Agency for International Development in Panama has alloted $930,000 for work on the 15 centers which will either be remodeled from existing structures or built new. The Panamanian Ministry of Health will provide the land and finance the equipping of the centers and has already purchased the 5 mobile units for $101,000.

In addition to U.S.-Panama cooperation, 2 United Nations agencies, UNICEF and the World Health Organization (WHO), have said they will also contribute equipment and technical help.

The Anton pediatric center represents a U.S. dollar contribution of approximately $12,500. The first facility to be opened under this program, an addition to a hospital in Penonome, received an $80,000 appropriation from the Alliance budget.

When completed next fall, the Anton pediatric facility will be the first and only health center in the interior of Panama with specialized services for children. Public health officials in Panama expect that, as well as providing services to the local population, the facility will become a center radiating information to other communities on means of improving health and sanitary conditions.

New Books and Reports

An Introduction to Doing Import and Export Business: 6th. Revised ed. Published by the Foreign Commerce Department of the Chamber of Commerce of the U.S., Washington, 1962. 130 pp. $2.

This companion to the Chamber's Foreign Commerce Handbook presents a brief discussion of the main factors which need to be taken into consideration in organizing and carrying on an import or export business, with a supplementary list of selected reliable sources of information.

The booklet is written primarily for manufacturers, wholesalers, and retailers without previous importing experience, and manufacturing companies or other producers who contemplate starting an export business. It should also prove useful to students of foreign trade and persons already engaged in importing or exporting in specialized positions.

Part I covers Importing, and chapters are devoted to methods of importing, organizing for direct import, the import order, import financing and customs procedures. The export section deals with exporting methods, analyzing export opportunities, handling an export order, financing exports, export advertising and foreign trade restrictions. An 8-page bibliography completes the book.

If ordered in quantity, the price of the book is discounted. It may be ordered from the Foreign Commerce Department of the Chamber of Commerce of the U.S., 1615 H St., NW., Washington 6, D.C.

Guide to Foreign Information Sources. Published by the U.S. Chamber of Commerce. Revised May, 1962. 29 pp. 25 cents.

Lists embassies, chamber of commerce offices, news and information bureaus, and tourist offices maintained by foreign governments and agencies in the U.S. It also includes addresses of American Chamber of Commerce offices overseas, organizations and services relating to certain world areas, selected bibliographical references, a list of Department of Commerce field offices, and distribution centers for Department of State publications.

Economic Integration in Latin America. A report by the Committee on Foreign Law of the Association of the Bar of the City of New York. June, 1962. 68 pp.

This informative booklet covers both the Central American program of economic integration (the Central American Common Market) and the Latin American Free Trade Association.

All treaties and agreements of both organizations are reviewed. These include the Common Market's Multilateral treaty of 1958 and Agreement on Integration industries, the equalization of import duties in 1959, and the Tripartite Agreement and the General Treaty of 1960, as well as LAFTA's 1960 Treaty of Montevideo.

The common external tariff, discriminatory and unfair trade practices, organization and administration, settlement of differences and the status of the agreements are other Common Market matters treated.

Concerning LAFTA, the book covers the mechanics of trade liberalization, national schedules, the common schedule, the principle of reciprocity, saving clauses, measures in favor of relatively undeveloped countries, special provisions concerning agriculture, the organs of the Association, expansion of the Free-Trade Association and payments problems.

A 6-page bibliography and historical introductions to each organization are other features of this generously-footnoted booklet.

Manufacturers of Capital Goods in Holland: 1962. By the Ministry of Economic Affairs. The Hague, 1962. 196 pp.

Published in English, this book is a classified directory of 226 Netherlands firms which are primarily interested in exporting their own products, but which could provide customers for American suppliers in certain areas.

The directory contains both a commodity index and an index to firms. It is arranged in 10 groups, covering agricultural, mechanical, electro-technical and building industries; producers and exporters of steel structures, indoor, transport and communication equipment, steel castings, forging and wire products; contractors for public works and a miscellaneous section.

Copies may be reviewed in the Commercial Intelligence Division of the U.S. Department of Commerce or any of the Department's field offices, or they may be ordered from the Economic Information Service of the Ministry of Economic Affairs, Bezuidenhoutseweg 72, the Hague, Netherlands.

U.S. publisher joins 5 Mexican firms to print Spanish books

Will stress science and technology; could speed scientific growth

In an action which could produce far-reaching effects on higher education in Spanish-speaking countries of the Western Hemisphere, Publisher John Wiley & Sons has announced the formation of a new publishing company in Mexico City, Editorial Limusa-Wiley, S.A.

This is believed to be the first time an American publisher has joined a group of Mexican book publishers and sellers in a cooperative venture of this nature.

Editorial Limusa-Wiley, S.A., will concentrate particularly on the translation of English language books on science and technology into Spanish. Its publishing program will also include the procurement, publication, and distribution of original works by Spanish-speaking authors.

The new company was formed with the participation of 5 Mexican bookselling and publishing concerns.

Although functioning separately, the combined sales staffs of John Wiley & Sons of New York and Editorial Limusa-Wiley will be able to offer broadened marketing and distributing facilities for all titles on their lists.

The formation of the new firm could effect a wide variety of important changes in teaching methods and curricula throughout higher-learning centers in Latin America. The increased availability, through Editorial Limusa-Wiley, S.A., of outstanding technical works should augment and accelerate the growth of scientifically trained personnel at all levels of the Spanish-speaking economies.

U.S. Import Duties Annotated (USIDA). Bureau of the Census. Washington. 1961. 621 pp. (looseleaf) $4 ($1 additional for foreign mailing).

Contains Classification for Countries (Schedule C) and U.S. Customs Districts and Ports (Schedule D). For use in classification of imported merchandise for rate of duty and statistical purposes.

Public Bulletin USIDA-1 Changes in USIDA. (see title above). 12 pp. Effective July 1, 1962.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1562—651953/4

Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

August

15-17—Maine Products Show, City of Bangor Auditorium, Bangor, Maine. Sponsor: Maine Department of Economic Development.★

17—World Business Conference, University of San Francisco, San Francisco, Cal. Sponsors: Peninsula Manufacturers Assn.; U.S. Small Business Administration; U.S. Department of Commerce; San Francisco Chamber of Commerce; Oakland Chamber of Commerce; San Leandro Chamber of Commerce; San Francisco Area World Trade Assn.; San Francisco Port Authority; World Trade Center Authority; Marine Exchange, Inc.; Commerce Speaker: Philip M. Creighton, San Francisco Field Office.

30—Farm and Home Week, Clemson College, Clemson, S.C. Theme: "Foreign Markets for Farm Products," "Export Potential for Poultry Products." Commerce Speakers: Walter S. Shafer, Business and Defense Services Administration; Paul Quattlebaum, Jr., Manager, Charleston Field Office.

September

5—Executive Program in Business Administration, Arden House, Columbia University, New York, N.Y. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, New York, N. Y. ★

11—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, Cincinnati, Ohio.

12—International Trade Seminar, Oklahoma City, Okla. Sponsor: Oklahoma City International Trade Club. Commerce Speaker: John H. Shoaf, Dallas Field Office.

13—Export Expansion Workshop, Fort Worth, Texas. Sponsor: First National Bank of Fort Worth. Commerce Speaker: Harry C. Myers, Manager, Dallas Field Office.

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, Chicago, Ill. ★

15-19—42nd Annual Convention and Trade Show, National Tire Dealers and Retreaders Assn., Kiel Auditorium, St. Louis, Mo.

15-23—Eastern States Exposition, West Springfield, Mass. ★

18—Export Seminar, Bradley University, Peoria, Ill. Sponsors: Illinois Committee on Trade Expansion, Central Illinois Industrial Assn. Commerce Speaker: A. J. Buchar, Manager, Chicago Field Office.

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa. Commerce Speaker: Luther H. Hodges, Secretary of Commerce.

21—Executives Export Trade Seminar (First of Eight Sessions), University of Houston, Houston, Texas. Sponsors: University of Houston, Distributive Education Branch; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce. Commerce Speaker: Harold J. Heck, Bureau of International Programs.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

22-29—State Fair of Oklahoma, Oklahoma City, Oklahoma. ★

24-26—1st Annual Houston International Marketing Forum. Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, Dallas, Tex. Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

25—World Trade and Marketing Conference, Albany, New York. Sponsor: Albany Chamber of Commerce. Commerce Speaker: E. E. Schnellbacher, Bureau of International Business Operations.

25—Second Export Trade Workshop, Shreveport, La. Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council. Commerce Speaker: Harold J. Heck, Bureau of International Programs.

25—Foreign Trade Education Program Meeting (First of 7 weekly meetings), Travelers Insurance Building, Boston, Mass. Sponsors: Office of Distributive Education, Boston Public Schools; Associated Industries of Mass.; International Trade Assn. of New England; Greater Boston Chamber of Commerce; Mass Dept. of Education; Boston Regional Export Expansion Council; Retail Trade Board; World Trade Center in New England; Smaller Business Assn. of New England; U.S. Small Business Administration; U.S. Department of Commerce.

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, Du-Pont Plaza Hotel, Miami, Fla. Commerce Speaker: Henry J. Dempsey, Bureau of International Business Operations.

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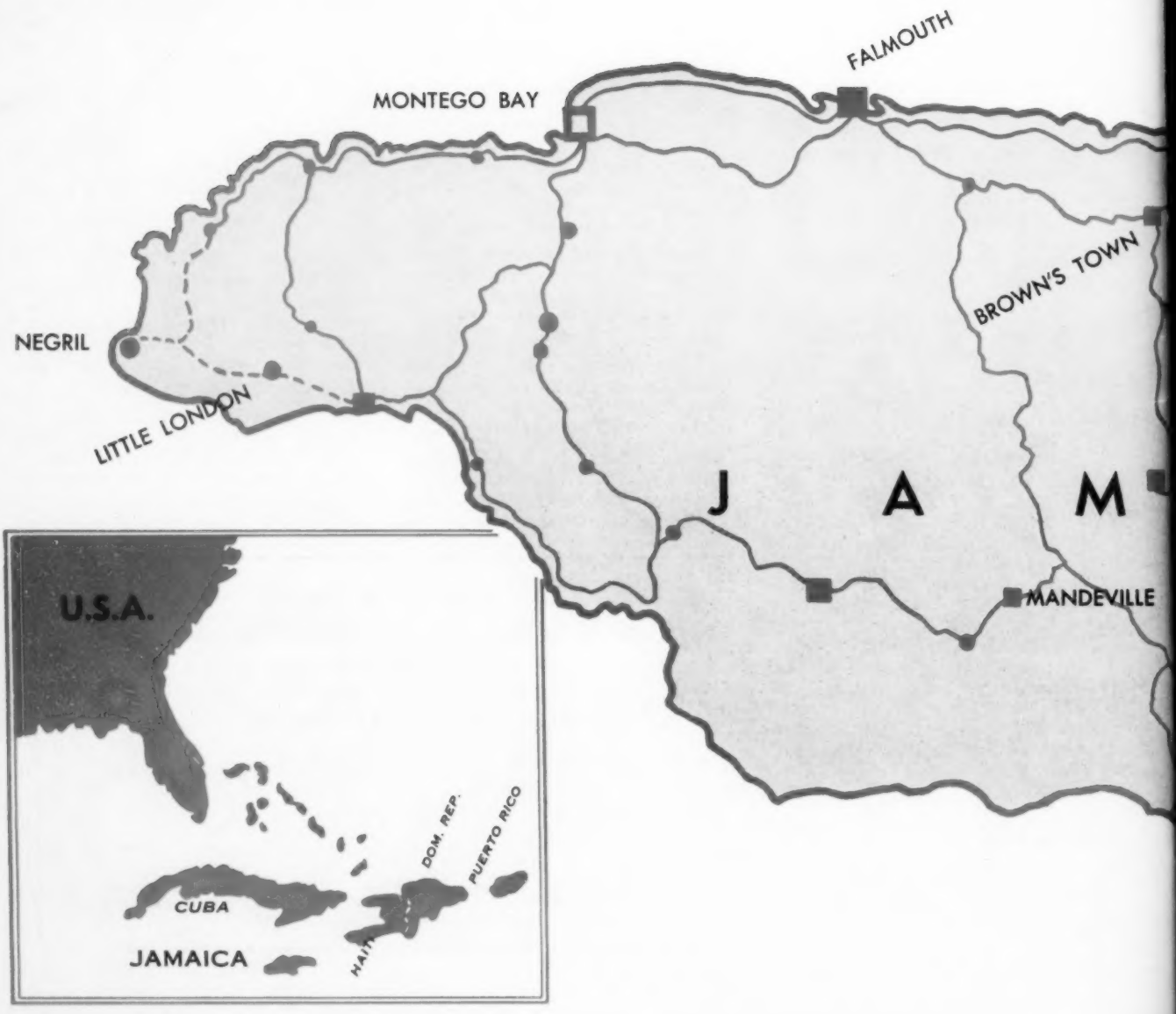

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